The Outlook

MARCH 8, 1922

THE ARBITER OF BASEBALL

THERE is general satisfaction with the action of Judge Kenesaw Mountain Landis in resigning his seat as Judge of a Federal District Court. In fact, there was a strong sentiment long ago that this would have been the best course for him to pursue. He has found that his duties as what may be called the supreme baseball umpire are arduous and that they are enough to occupy the time and attention of any one man. It is on this ground that he has resigned from the Federal bench. Apart from this, however, it did not seem exactly congruous or fitting that one man should hold such different functions and should receive from the world of sport an immensely larger salary than he was receiving for his judicial duties. This we pointed out at the time of Judge Landis's acceptance of the baseball offer. A bill is before Congress which, if passed, will require Federal judges to give all their time to their judicial duties. It is said that the American Bar Association approves this bill. Fortunately, Judge Landis's sensible and wise decision makes it unnecessary to apply any legal restriction in his case.

What is a real loss to the judicial work of the country is also a great gain, in that it will help to maintain fair play and clean sport in the National game.

Judge Landis stands high as an enemy of lawbreakers and a man who puts justice and right ahead of personal interest. The result has been that he is in demand for widely varying public services. One proposal that immediately came to the front was from Chicago, and repeated an old rumor that Judge Landis would be a candidate for the Mayoralty of the city; there is a strong sentiment in favor of this because it is thought that a man of courage and firmness is much needed in the Mayor's chair.

THE THREATENED COAL STRIKE

SOME half-million miners who belong to the United Mine Workers of America have been asked to vote for or against a strike on April 1, should terms for a new contract not be reached between operators and miners. This applies not only to the anthracite fields but to those bituminous fields worked under contracts made between the operators and the United Mine Workers acting for the miners. The operators of the West Virginia field have kept unions out of their territory, and will therefore have a strong market advantage if the strike takes place, while their non-union workers will have abundance of work, as has happened before under similar circumstances.

P. & A. Photos

KENESAW MOUNTAIN LANDIS

There are indications that negotiations between operators and miners may be brought about in time to avert the strike now threatened; for the referendum to the men asking men to vote in advance on a suppositious state of things is really a threat and nothing else.

The questions involved both as to wages and hours are complicated by the fact that working miners are paid partly on the basis of an eight-hour day and partly at piece (or tonnage) rates.

Meanwhile the high cost of fuel to the consumer continues. The general public, including home-owners and manufacturers, is more and more skeptical as to the plea that high prices of coal are due to lack of supply, for they believe that local shortage is caused by artificial withholding of supply; but they will admit that if the miners' "bluff" of demanding a twenty per cent increase in wages succeeds there will be a plausible excuse for high prices.

The joint meeting at Chicago between delegates of coal and railway unions resulted in acceptance of the broad idea of friendly co-operation and moral mutual support; anything further, such as an alliance that would call railway men out if miners strike, or *vice versa*, met little encouragement.

If Senator Kenyon's bill for regulating coal disputes, described recently in The Outlook, were now in force, there would be at least a fair chance of settlement by an authorized coal board of arbitration.

THE IMMIGRATION QUESTION ALWAYS WITH US

BY a vote of 281 to 36 the House of Representatives has passed a resolution to continue the present three per cent Immigration Law for another year —that is to say, until July 1, 1923. Opposition to this has come from those who declare that, despite general conditions of unemployment, there is a scarcity of farm labor, and also of unskilled labor necessary in housing, railway, and road construction; moreover, that the present quota law is inhumane in certain of its exclusive provisions and contrary to the highest American ideals and traditions as well as to economic efficiency, since it regulates immigration by standards not of quality, but of quantity. Others want as complete a suspension of immigration as can be had conformable to treaty provisions and with close regard to the desire of aliens now well established in the United States to bring near relatives into this country.

All this does not mean, however, that the House Committee on Immigration will stop its consideration of the various changes proposed. Perhaps the most important of them is that providing for an examination in American consulates abroad of aliens wishing to emigrate to the United States. Objections to it were made by representatives of other countries, to the effect that the proposal to permit American medical and immigration officials in American consulates, or elsewhere abroad, to exercise functions not purely informative in character, but directly concerned with the examination and selection of emigrants, would, even if exercised in the interior of the consulate offices, go beyond the usual consular functions recognized by treaties. Moreover, pertaining, as it does, to interests connected with emigration, the regulation of which is reserved to the sovereignty of each state, the proposed action, they add, could not be

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considered as conforming with either treaty or domestic law.

The other proposed changes are the registration of all aliens, including newcomers and those now here; additional penalties for steamship companies which exceed their quotas; and, finally, a demand that half of the immigration we do receive shall come in American ships.

THE DEBTS OWED TO US

ACCORDING to the law recently passed, President Harding has appointed as members of the Commission to refund the debts owed to us by foreign governments Secretary of the Treasury Mellon as Chairman, Secretary of State Hughes, Secretary of Commerce Hoover, Senator Smoot of Utah, and Representative Burton of Ohio. More appropriate selections, we believe, could not have been made.

The foreign governments owe us, with interest, about eleven billion dollars.

Last summer Secretary Mellon proposed a grant by Congress of full executive power to him to find out what each debtor nation could do and to conclude terms in each case for the funding or conversion or extension of the time of payment of the principal or interest or both.

Congress took a different view of the matter. It did not wish to lodge so much responsibility with any one person. So it erected a Commission of which the Secretary of the Treasury should appropriately be the chairman, the Commission to decide on the forms of the terms of refunding, conversion, or extension of the loan.

The refunding conferences are to begin immediately and negotiations will be proceeded with as rapidly as possible. It is hoped that they may be concluded by the middle of next autumn. Certainly the European economic situation is more favorable to such deliberation than at any time since the war. As evidence of betterment one has but to note the improvement in foreign exchange, particularly with reference to the values of British and French currencies. The refunding conferences themselves ought to have a beneficial effect upon the general exchange situation, for any settlement of arrangements for the repayment of our war loans to our allies should be a considerable step towards the stabilization of overseas conditions.

PRINCESS MARY'S WEDDING

ON February 28 Princess Mary, only daughter of the English King and Queen, became the wife of Viscount Lascelles. The ceremony took place at the historic Collegiate Church of St. Peter, better known as Westminster Abbey. The popularity of the Princess was evidenced by the immensely hearty reception which she and her husband received as they drove to and from the Abbey. But the most striking feature of the wedding was the fact that it was between a Princess royal and an Englishman not of royal blood.

Fifty years ago Princess Louise, daughter of Queen Victoria, married the Marquis of Lorne, later Duke of Argyll. "Ah, but it's a great day the noo for the Queen," remarked an old Scotchwoman, in whose eyes the ducal house of Argyll represented all that was mighty.

Later another Princess Louise, daughter of Edward VII, married the Duke of Fife.

More recently the popular Princess Patricia, daughter of the Duke of Connaught, Edward VII's brother, married Commander Ramsay, son of the Earl of Dalhousie.

Now comes the turn of the house of Lascelles. The best-known member of that family has been Sir Frank Lascelles, the efficient British Ambassador at Berlin 1895–1908. In Yorkshire the Lascelles are such a great family that, in the popular opinion, Princess Mary has doubtless secured "a catch." Viscount Lascelles is the eldest son of the Earl of Harewood, whose seat is at the stately Harewood House near Leeds and whose estates comprise some thirty thousand acres. Lord Lascelles was educated at Eton and, choosing arms as a profession, at Sandhurst. He joined the Grenadier Guards, served throughout the war in France, was wounded three times, gassed once, and won a D. S. C. and a Croix de Guerre. A vivacious youth, gallant soldier, intelligent country gentleman, he is quite the type the English like. He is rich in his own right, having inherited some thirteen million dollars from an uncle. So the new couple, it is expected, will be able to pay their bills.

Knocking the Nonsense out of Weight-Control

"A slender, wiry mother places slender, wiry little Willy on the station scales, drops in a penny, and gasps in horror. Tables printed on the scales state that boys of Willy's age, and particularly of Willy's age and height, should weigh just about 85 pounds. And little Willy, doing the best he can, achieves but 75! And that mother, with startled intellect, realizes that little Willy must be UNDERWEIGHT—direful term! A term that brings consternation to teachers and parents by the thousand, and urges investigating examiners of various kinds to a verge of hysteria!"

Little Willy's mother and all her kith and kin will want to read Mr. C. K. Taylor's article in next week's Outlook, from which this passage is taken. He thoroughly exposes the widespread fallacy of "The Great Underweight Delusion."

MAKING THEATERS SAFE

THE recent terrible disaster at the Knickerbocker Theater in Washington and the collapse of a moving-picture house in Brooklyn have stirred public authorities in many cities to action. It is to be hoped that this will not be sporadic, but that scientific and thorough investigation will be carried out everywhere as to faulty construction and fire risks in the thousands of theaters, large and small, which are crowded daily. In Washington one result was the closing of seven theaters on the ground that they were unsafe because of fire hazard or structural weakness. In Brooklyn investigators found a startlingly large proportion of the theaters and moving-picture places examined imperfect as regards legal requirements; most of the faults found were trivial or easily remedied, but some of the places were nothing more or less than fire traps—in one small picture house, for instance, the place was heated by gas-stoves placed on planks in the cellar just below the wooden floor! The official summary of the investigation as to the Knickerbocker Theater disaster by Engineers of the Army and Navy Departments presented a list of no fewer than twenty-one faults in construction. No wonder that the place collapsed as if it were of cardboard when the extra strain of a heavy snowfall was placed on it! The official inquiry pointed out that the direct cause of the disaster came from the unusual conditions owing to the fact that the street was curved and the stage wall had to be curved also; but it is added that if the rest of the building had been of a high grade of construction and properly braced the disaster would not have occurred.

Various laws have been proposed to secure sound construction. This is excel-

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IF YOU WILL NOW UNITE IN YOUR COMPLAINTS, AND FORCE THEM WITH A CONSTANCY

(King Henry VIII, Act III, Scene 2)

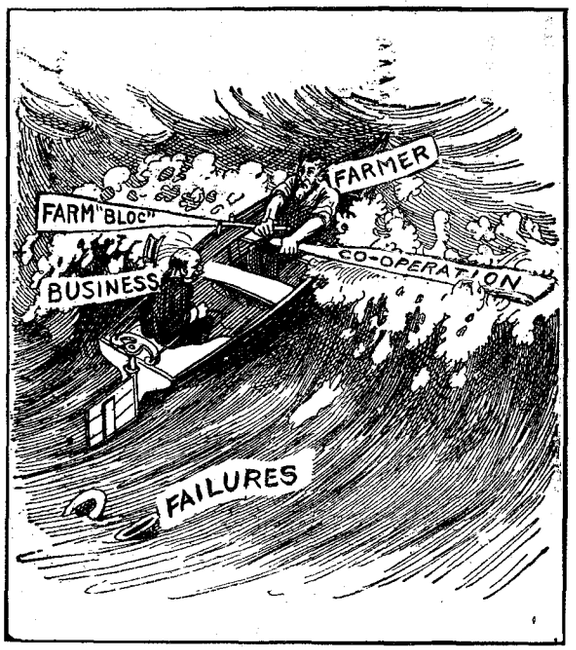
Gaar Williams in Farm Life

I've just found out this little THING— PROSPERITY From the Soil doth Spring
WITH LOVE AN' DEVOTION EVER THINE
THE BANKER
THE MERCHANT
THE MANUFACTURER
THE POLITICIAN
AN' EVER' BODY.
GAAR WILLIAMS

A BELATED VALENTINE

From Mrs. Robert Clark, Lyndon, Vermont

From Capper's Weekly



BUSINESS MAY NOT LIKE THE WAY THE FARMER IS HANDLING THINGS, BUT THEY'RE BOTH IN THE SAME BOAT

From Virginia Gilpin, Boston, Massachusetts

James in the St. Louis Star

GIT!

O. P. Williams in the Wisconsin News

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THE BEST BONUS SOURCE

The helmsman of a business to-day cannot know in advance what its income will be, or its excess profits. He dare not guess too low, so he guesses very high—and YOU foot the bill. The Sales Tax is reckoned on the sales as made. There is no guessing about it. What business needs is certainty

From Julius J. H. Hayn, Buffalo, New York

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lent in itself; but there is a strong feeling that back of other causes lies the very serious and common danger of poor inspection. Building inspectors are a not very well paid or very expert body of men and they are peculiarly subject to temptation in the way of bribe-taking. This is a difficult situation to meet; the best solution would seem to be in providing adequate and well-paid super-inspectors, who should check up on the work and character of inspectors of the lower grade.

MR. BRYAN EVOLVES A HYPOTHESIS

It makes one rub one's eyes to find Darwin and evolution back in the newspaper headlines. The State of Kentucky started the game by attempting to exclude the teaching of evolution from all schools supported by State money. Now Mr. Bryan has helped along with the good work by coming to the defense of the Bible in the New York "Times."

Mr. Bryan says: "The first objection to Darwinism is that it is only a guess and was never anything more. It is called a 'hypothesis,' but the word 'hypothesis,' though euphonious, dignified and high-sounding, is merely a scientific synonym for the old-fashioned word 'guess.'" Mr. Bryan's guess that the word hypothesis has deceived people as to the importance of the theory of evolution seems to us purely hypothetical.

The second objection which Mr. Bryan brings against the doctrine of evolution (he apparently ignores the fact that "Darwinism" and "evolution" are not synonymous) is "that it has not one syllable in the Bible to support it." So far as we know, the words "preventive hygiene" do not occur in the Bible, but there are some mighty good illustrations of the practice of this extremely modern science. That the hygiene of the Old Testament was cloaked in the form of ceremonial religion does not alter the fact of its existence.

Thirdly, Mr. Bryan says, "Neither Darwin nor his supporters have been able to find a fact in the universe to support their hypothesis. . . . Wherever a form of life, found in the rocks, is found among living organisms, there is no material change from the earliest form in which it is found."

We think if Mr. Bryan will look to no more remote an authority than the Encyclopædia Britannica he will find under the word "Equidæ" an excellent cut showing the successive development of the left fore foot of horselike animals during successive geological ages, or if he will walk out into some neighbor's potato patch and remind himself that the nourishing tubers buried under the soil have been developed in a matter of a few centuries from a wild plant of the Andes, he may discover other evidence of the possibility of evolution.

Again, Mr. Bryan says, "Evolutionists, not being willing to accept the theory of creation, have to explain everything, and their courage in this respect is as great as their efforts are laughable." It is not the function of science, as we understand it, to explain creation. So far as we know, scientists of authority have attempted only to describe certain processes of creation as they are unfolded by research and study.

We are sorry that we have space only for these brief quotations from Mr. Bryan's article. They do not represent his position fully, and, perhaps he would say, they do not represent it fairly. But they cover, it seems to us, the main points of his—may we again use the word to which he objected?—hypothesis.

AMERICAN ARCTIC EXPLORATION IN THE EARLY DAYS

A picture on another page shows a memorial tablet unveiled in Havana quite recently in honor of Dr. Elisha Kent Kane, the first really famous American Arctic explorer. Dr. Kane died in Havana sixty-five years ago, and this tablet was erected to him. The tablet was placed on the wall of the house in which Dr. Kane died. The memorial idea originated with the Freemasons. Dr. Kane was a noted Mason, as well as a famous explorer.

The event will recall to the memory of some now living the pleasure they had as boys many years ago in reading the then recently published volumes of Arctic exploration written by Dr. Kane and by Dr. Isaac Hayes. Both men were surgeons. Dr. Kane had served in the American Navy, had visited the Philippines, and had practiced as a surgeon in China, Africa, and the Mexican War. Dr. Hayes accompanied Dr. Kane on his second Arctic adventure as surgeon.

In those days the purpose of most Arctic expeditions was to discover traces of the lost expedition of Sir John Franklin. Both of Kane's voyages were financed by Henry Grinnell, of New York. The first set out in May, 1850. It searched the region around Lancaster Sound, but its two vessels, the Advance and the Rescue, were caught in the ice in Wellington Channel and drifted over one thousand miles into Baffin Bay before they could be extricated.

In the second Grinnell expedition Dr. Kane on one of his sledge journeys discovered the famous Humboldt Glacier. The Advance had to be abandoned, and the party reached communication with the rest of the world only after a boat journey of twelve hundred miles. It has been said that this second voyage added more to the knowledge of the Arctic regions than any attempted up to that time.

Dr. Hayes had the special gift of writing a stirring narrative, and, while his more sensational discoveries were not sustained by later explorers, he gave the reading public in his books called "An Arctic Boat Journey" and "The Open Polar Sea" thrilling narratives of adventure and danger hardly equaled in recent days except by Shackleton's "South." Dr. Hayes believed in an open polar sea, and made a voyage of his own with only fourteen persons besides himself on board his ship. He reached a point from which he saw an open sea. Exactly where this point was is still uncertain, but it probably was Cape Goode.

No one doubts, we believe, that Dr. Hayes was perfectly honest in his belief that he saw before him an open polar sea which would furnish a route to the Pole in summer-time. This was not a case of Dr. Cook and Admiral Peary. But time has shown that what Dr. Kane recorded was scientific fact and that what Dr. Hayes recorded was partly the result of the glamour of his own enthusiasm. It must be admitted, however, that Dr. Hayes contributed one thing of importance to our polar knowledge when he traced the coast of Grinnell Island in a sledge journey under Dr. Kane's command. He failed lamentably, however, when he insisted on leaving Dr. Kane and trying to reach Upernivik by a boat journey and was forced to give it up and return to Dr. Kane's leadership.

OVER HALF A CENTURY

For more than fifty years Frederick Walton, who died Sunday, February 26, had been in the employ of The Outlook. Entering the composing-room of this periodical in 1869, he was for many years in charge of its mail list during the days when nearly all newspaper and magazine mail lists were set in type from which the familiar "yellow label" was printed that appeared on the newspaper wrapper under the Dick system. When that system was superseded by more modern methods, Mr. Walton still remained an active member of The Outlook's "chapel." Always a willing worker, during fifty years he was almost never absent from his post on a working day. Even when, at an advanced age, he was urged to retire on a pension, he preferred to remain an active factor in the busy life of the composing-room. He will be missed by his fellow-workers and associates, who highly appreciated his

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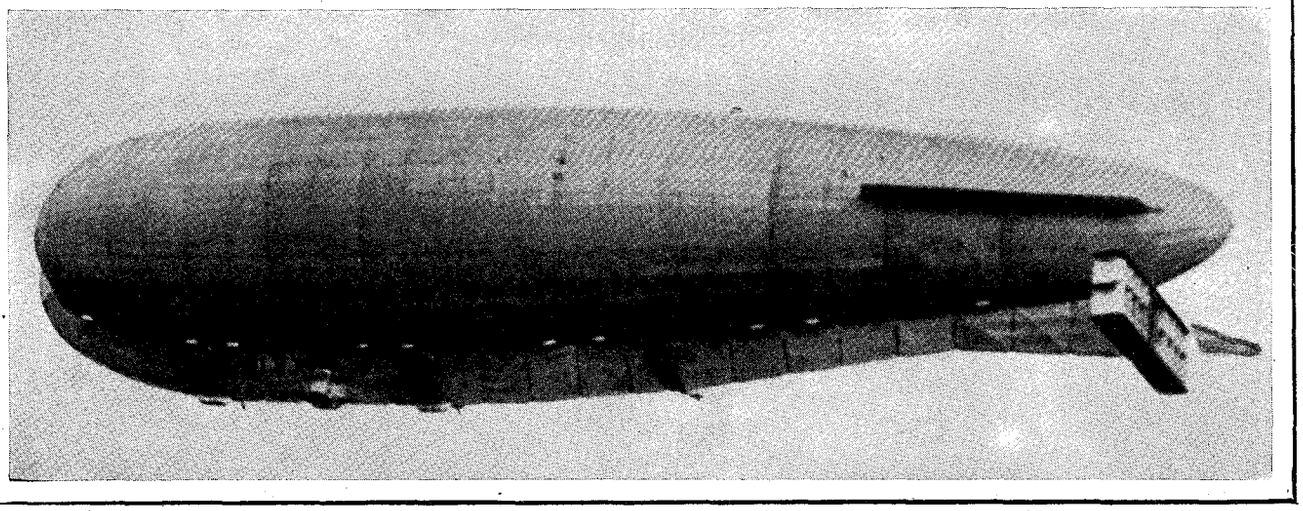


International

THE ROMA BEFORE THE DISASTER

indomitable spirit, his zeal in his work, and his skill in his special department.

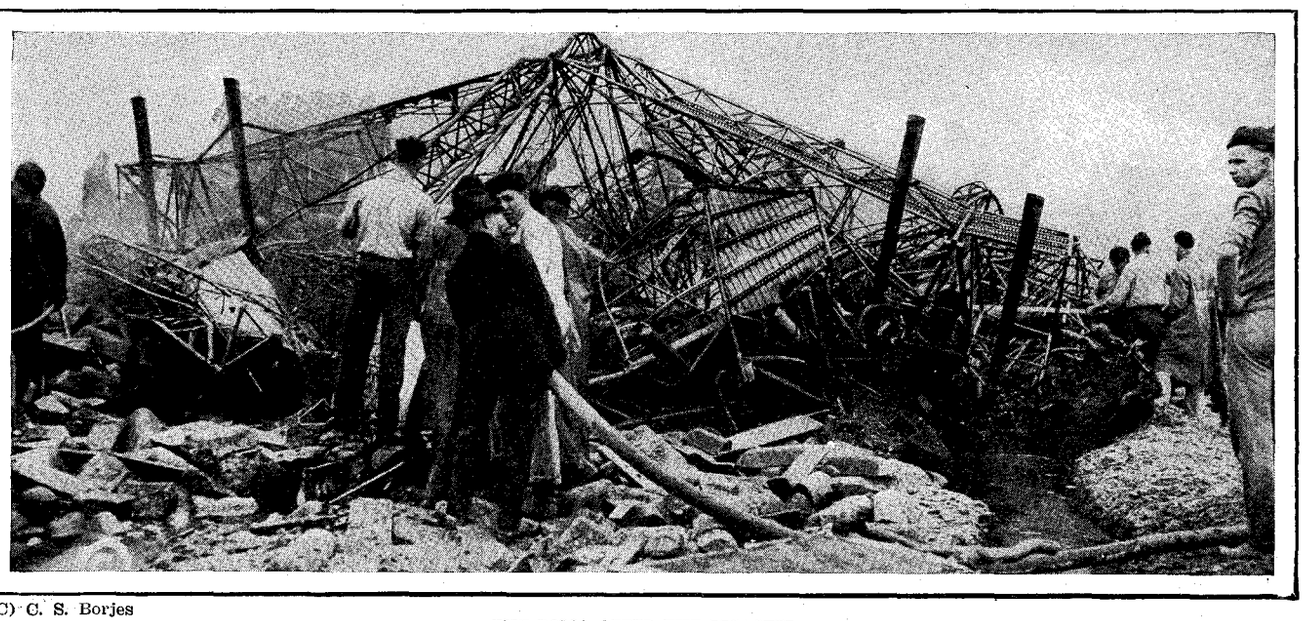
THE DESTRUCTION OF THE ROMA

AS the horror and consternation at the destruction of the airship Roma, near Norfolk, Virginia, on February 21, become dimmer with time there should be no relaxation of the demand for exhaustive consideration. This should be, not merely of the exact causes of the disaster and the question as to who is to blame, but also of the larger question as to whether it is expedient and worth while for the United States to continue to expend enormous sums of money and risk such terrible losses of life as have occurred through the Roma and through the only other enormous lighter-than-air craft the country has purchased, the R-38. Secretary Weeks, of the War Department, has already put himself on record, as reported in the press, by saying that, although he had not discussed the question with his military advisers and air experts, he was skeptical as to the advisability of further experiments in this type of craft.

We are not now expressing an opinion as to conclusions to be reached, but that the problem is one of the utmost seriousness is beyond question. The millions of money expended and the American lives lost are not in themselves positive proofs against continuance. They do, however, shift the burden of proof to those who claim that only by experience in every branch of air navigation can the possibilities of the air for the future be ascertained.

The cause of the calamity (as it is generally understood and subject to the strong light which should be thrown on every point by official inquiry) was the failure of the controls governing the steering gear; it failed to respond; the airship went down by the head; when not very far from the ground, it struck electric wires carrying heavy voltage; fire resulted; when the airship crashed into a pile of débris, the fire spread instantaneously and it was impossible to disentangle the folds of the structure in time to rescue many of those who had not been killed outright by the crash. Thirty-four men were killed altogether, including thirteen commissioned officers, twelve non-commissioned officers, four privates, and five civilians.

The Roma had been considered comparatively safe, for she had made a number of successful voyages in Italy and had breasted a fierce gale in her first American test, on December 25, in a flight from Langley Field, Virginia, to



(C) C. S. Borjes

THE ROMA AFTER THE DISASTER

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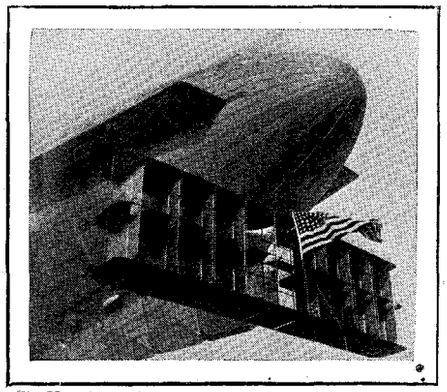
Washington and back. Her construction, unlike that of the British-made dirigible R-38, which was to be called in America the ZR-2, was only semi-rigid, and this was thought to be an advantage, although the German airship builders still claim that the rigid type is the best.

It had been hoped that, instead of hydrogen gas, helium gas might be used with the Roma. The public is now somewhat confused as to the question of helium—for instance, there have been statements since the Roma fell that the Air Service had at various places enough helium to fill the Roma twice over; on the other hand, it has been asserted that the quantity of helium available is not sufficient to make its use at present practical. If helium had been used in this case, it would not, of course, have prevented the fall of the Roma, but it would presumably have prevented the fire. It may fairly be asked whether the need of a trial trip of the Roma before she could be provided with helium gas was urgent enough to make it advisable to hasten, rather than to delay, this particular voyage.

It is clear that Congress is not to blame, as some rash writers first stated, in neglecting appropriations for lighter-than-air craft work; as Secretary Weeks has pointed out, Congress has appropriated large sums, and in addition to the very great cost of the Roma itself, great amounts have been expended in the search for helium and in experimenting with it.

Rumors that the Roma was unsafe should not be accepted without the fullest proof. Nevertheless it is only right to report the existence of such rumors. We mention them in order to urge that they be cleared up beyond the shadow of a doubt. The most important is found in the publication in the New York "Herald" of February 23 of what purports to be a letter from Lieutenant Clifford E. Smythe, of Chicago, to his father, said to have been written after the Roma's flight to Washington. Lieutenant Smythe perished in the disaster. The "Herald" in printing the letter states that it was made public by Dr. J. M. Nicholson, a friend of the Smythe family. Lieutenant Smythe is quoted as saying in this letter that it would be "criminal negligence to fly her again without making changes in her construction." As to the Washington voyage, he is quoted as saying: "The dirigible seemed sluggish and slow to respond to the controls. While she ended the trip all right, she disobeyed her rudder several times in a way that was alarming."

We understand that some doubt has



(C) Keystone

THE ROMA'S RUDDER PLANE

been thrown on the authenticity of this letter, but either it should be positively denied at the source or be included in the evidence. Another similar newspaper report is that M. J. Beall, a sergeant engineer of the Roma, who was killed in the disaster, wrote a letter to Z. E. Uland in which he said: "This ship is a death trap; it's going down one of these days and only three or four of us are coming out alive." This we find in the New York "World."

No one will regard such letters or reports of letters as conclusive, but if they are authentic and indicative of a general state of feeling among the men of the Roma that should be given due emphasis.

It need hardly be pointed out that the question of enormous lighter-than-air dirigibles is entirely apart from that of the use of small dirigibles, and still more apart from that of air navigation by heavier-than-air craft—that is, airplanes and seaplanes. No one doubts that experiment with the latter classes of craft is indispensable for the continued development of our knowledge of the navigation of the air and for more than military purposes. The record of the Zeppelins, or monster dirigibles, in war time was not very encouraging. Some remarkable trips were made with them; one famous journey from Germany to Africa was really a record-breaker, and we all remember the trip of the R-34 from England to the United States and back without the slightest accident—the only round transatlantic trip ever made by any kind of air craft. But the percentage of their destruction was excessively large.

Almost simultaneously with the Roma disaster came newspaper despatches from England giving the report of the British Air Ministry about the wreck of the dirigible R-38 after it had been purchased by the United States, with the loss of forty-four lives, including both American and British citizens. The outstanding point in this report is the decided opinion of the experts that the R-38 was considerably weaker than her sister ship, the R-33, and that "no calculations were made of the stresses due to the aerodynamic forces to which the ship would be subjected"—that is, in plain, non-technical English, the R-38 was safe when she stood still, but not safe when she fought a gale.

THE SENATE AND THE TREATIES

AMONG the provisions of the American Constitution there is none that reveals the foresight of its framers more conclusively than that which requires every treaty to receive the approval of the Senate before ratification. That single provision has saved the United States from some of the worst evils of secret diplomacy and has made all compacts between America and other countries, not merely promises for the American people by their Government, but promises by the people themselves under the operation of public opinion. That provision is an outstanding expression of the American view of sovereignty. In many other countries sovereignty reposes in the rulers. Here, on the other hand, sovereignty reposes in the people. That sovereignty, sometimes exercised through the several States, sometimes exercised through Congress, and in the matter of treaties exercised through the Senate, is in this Republic under the control, not of the will or whim of an individual, but of public opinion. Although the President is in some respects the most powerful head of a state anywhere in the world, he is not a sovereign himself, but the agent of the sovereign people; and, although he has power to initiate negotiations, he is subject to public opinion in carrying them out, because ultimately he must submit the result of those negotiations, if it is to be binding, to the Senate for their advice and consent, and consequently through the Senate to the scrutiny of public opinion.

Impatience with the Senate because it chooses to exercise the power which the Constitution reposes in it is not justified. Indeed, if the Senate neglected to exercise that power it would be culpable, and would be disloyal to the people. Naturally those citizens whose hearts are set upon some special treaty are inclined to find fault with the Senate if that body does not at once fall in with their desire to see the treaty ratified; but if they denounce the Senate for thwarting their will they may be simply mistaking their own will for that of the whole people.

At the same time it is right and jus

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that the people should hold the Senate accountable for the way it exercises its Constitutional power, that citizens should let the Senate know their opinion and insist that in dealing with each treaty it must not be swayed by personal or partisan considerations, but only by the sense of responsibility to the Nation as a whole.

At present the Senate has before it as important a body of treaties as it was ever called upon to consider. Those treaties are the outcome of the Armament Conference, which was held in accord with the Senate's own advice. In that Conference the Senate was represented by leaders of both parties. The course of that Conference was known to the Senate from the beginning to the end. During the Conference the negotiations were appreciably affected by the expressions of opinion in the Senate. The committees of the Conference made public their proceedings to an extent not always true of the committees of the Senate itself. If the Senate is not well acquainted with the details, not only of the treaties which are before it, but also of the negotiations by means of which they were framed, it is not for lack of opportunity. Those treaties have been subjected to the scrutiny of the Senate's Committee on Foreign Relations and approved, with one immaterial reservation, by that Committee. There is every reason, therefore, for public opinion to expect the Senate to pass upon these treaties promptly with an intelligent understanding of them.

Although these treaties have not been formally "intertwined," they constitute in fact a single whole. They can be considered separately. Some could conceivably be rejected and others accepted. In substance, however, they are so related to one another that the omission of any one of them would greatly impair the value of the others.

Of them all the treaty which is essential to the success of the policy which they represent is the one known as the Four-Power Treaty concerning the islands of the Pacific. If that is approved, the others will put into operation an experiment which has a reasonable chance of success. If that is disapproved, the others can scarcely be more than palliatives and can certainly not be depended upon to make any fundamental change in the conditions which portend conflict in the Far East. What makes this Four-Power Treaty essential to any new and better policy in the Far East is the fact that if it goes into effect it will put an end to the menacing military alliance between Great Britain and Japan.

When that alliance was first made, both Great Britain and Japan had reason to fear the encroachment of Imperialist Russia. For generations Great Britain has followed a consistent policy of checking the rise of rival Powers which might threaten the safety of her Empire. For this purpose she has found it convenient to associate herself now with one nation or group of nations, now with another, which for the time being have interests in common with her. It was in pursuit of this policy that she entered into the alliance with Japan. At that time this alliance was not only in the interest of Great Britain, but also in the interest of the peace of the world. It is true, it did not prevent the Russo-Japanese War, but it did prevent that war from involving other nations and possibly becoming a world war. With the defeat of Russia the alliance between Great Britain and Japan would have ceased to serve any good end if it had not been for the growth of the aggressive spirit in Prussianized Germany. It was most fortunate for Britain that that alliance was in force at the beginning of the World War in 1914. It relieved Britain of much anxiety concerning the situation in the Pacific. At this time of Britain's need Japan proved to be a faithful and efficient ally. She was the chief instrument in clearing the Pacific of the Germans. For the performance of her duties there she secured from her allies a pledge of reward. As a consequence, Japan's power in the Far East rapidly became paramount. She had never before had so free a hand. She was able to dictate to China her own will in peremptory terms. She strengthened her hold in Manchuria and virtually occupied, as a conqueror would occupy, a large part of Siberia. Secure from interference by Great Britain by virtue of this Anglo-Japanese Alliance, she assumed an attitude much like that of Prussia before the war. Indeed, in military matters and in large measure in the conduct of foreign affairs Japan molded herself upon the German model. Many of those in control of Japan's foreign policies were frankly admirers of Germany, and were able to direct Japan's course in accordance with the doctrine of militarism because the alliance with Britain freed them from restraint.

This situation occasioned some concern in Britain, no little alarm in the British Dominions, and much suspicion in America. Men of foresight in Britain were not altogether pleased to find themselves in alliance with a Power that threatened to gain domination over Asia where Britain's interests lay. Australians and New Zealanders did not like to find themselves in alliance with an Asiatic Power whose encroachments they feared, but at the same time saw no protection against that Asiatic Power apart from an alliance with it. And Americans, though repeatedly assured that the alliance was not directed against their country, saw no good in a military partnership between the greatest naval Power in the Atlantic on one side of them, and the greatest Power in the Pacific on the other side.

When the Armament Conference met at Washington, this situation was the greatest obstacle to a good understanding between America, Britain, and Japan. What Japan had done to China and to Siberia when her freedom of action was unlimited, except by the remonstrances of America herself, did not promise well for future peace in the Far East. The agreements made in that Conference for the limitation of naval armaments and for respecting the integrity of China and the rights of all nations without discrimination in China modify the situation of themselves, but

(C) Harris & Ewing
HANFORD MACNIDER

THE VETERAN AND THE BONUS

Next week's issue of The Outlook will contain a plea for the bonus by

HANFORD MACNIDER
Commander of the American Legion

It will be accompanied by letters from other veterans of the World War whose views differ variously from that of the Legion's Commander. These letters constitute an important cross-section of veteran opinion. Together with these letters will appear special correspondence telling how Canada has handled the problem of the returned soldier.

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do not supplant it with another. As long as the Anglo-Japanese Alliance stands, as long as the militarist party of Japan has the free hand which the alliance with Britain gives them, so long will the situation in the Far East remain essentially unchanged.

It is the Four-Power Treaty which changes the situation. It does this by abolishing the Anglo-Japanese Alliance and substituting for it, not an alliance directed against any nation, but an understanding between four Powers to respect one another's rights, and in case of any dispute to confer. Instead of an attempt to threaten the use of force, which is the essence of an alliance, this is an attempt to remove the fear which occasions force. As Colonel Vestal in his book on "The Maintenance of Peace" says: "The actual motive for conquest has in it oftentimes an element of fear; for the nation which attempts conquest is often in fear lest it should itself be conquered, if it does not secure itself by conquering its neighbors beforehand." This Four-Power mutual pledge for the respect of one another's rights, not only thus abolishes a menacing alliance, but also removes that fear which serves as a reason, or excuse, for domination.

The United States Senate ought to be under no misapprehension as to the effect of its vote upon this treaty. A vote against the treaty is a vote for an alliance—a vote, in fact, for an alliance in which America has no part. A vote for the treaty is a vote, not only against this alliance, but against all alliances in the Far East. If the treaty is adopted, the Anglo-Japanese Alliance is at an end; if it is not adopted, the Anglo-Japanese Alliance will continue and will have added significance by the very fact of the rejection of its substitute.

We can hardly believe that the country wishes the Senate to say virtually to Great Britain and Japan: "We decline to promise to respect your rights; we do not wish in any case of dispute even to confer with you; and we prefer that you should keep up your military partnership."

INTERCOLLEGIATE ATHLETICS

THE football scandal at the Universities of Illinois and Notre Dame was perhaps a deciding factor in reopening the whole question of the handling of college athletics. The present discussion has naturally centered about the game of football. President Lowell, of Harvard, in his annual report, conservatively stated the problem in the following words:

> The present policy in college football has not been the result of a deliberate plan. It has grown up by a consideration of the questions presented year by year, and is not based upon any principle recognized as imperative by faculties, alumni, and spectators. The public interest in the sport, as a spectacle, has become general over the country, and has increased markedly since the war. It has tended to give excessive importance to college athletic contests. That intercollegiate matches have a distinct value in stimulating sports, which are the best form of physical exercise in youth, few people would be inclined to deny; but the single boat race between Oxford and Cambridge on the Thames, and the cricket match between those universities, supplemented in each case by a series of intramural contests, has been enough to stimulate unflagging interest in those sports among the students. Judging from the effect of the race at New London, one may ask whether or not the same plan would be sufficient in football. The necessity of maintaining for this purpose a public spectacle attended by thousands of spectators every Saturday throughout the autumn is certainly not clear; and whether it ought to be maintained for any other object is a matter worth consideration. Like many other questions touching the direction of undergraduate life, this is one that affects all American colleges, and it would be well for faculties, administrators, and governing bodies to consider afresh the proper place of public intercollegiate athletic contests in the scheme of education.

Elsewhere in this issue we publish an address by President Meiklejohn, of Amherst College, in which he discusses briefly and pertinently the main issues confronting our educational institutions in their handling of the athletic problem.

Certainly, so far as football is concerned, the leading institutions have progressed towards better standards in the past few years—standards which, if adhered to, would do much towards settling the present controversy. It seems to us that the rule which requires one year of attendance at a college before a player can represent his institution is sound and essential. To this should be added, we believe, a rule forbidding an athlete to represent more than one institution of collegiate rank in the course of his educational career. Such a rule would put a stop to the tramp athlete and the temptation to shift colleges for the sake of athletic prestige. Strict adherence to these two rules, plus the dropping from intercollegiate relationships of any institution which did not live up to strict amateur standards, would cure many of the present evils.

As President Meiklejohn points out, the overdevelopment of the coaching system cannot be controlled by the action of any one institution. It can be controlled and regulated, just as the competition in naval armaments has been regulated, by the action of a joint conference. The "Yale News" has already come forward with a suggestion for such joint action on the part of Harvard, Yale, and Princeton—a suggestion which ought to bear good fruit. Such a conference between these natural and historic rivals would have a far-reaching influence upon intercollegiate relationships throughout the country.

THE CRUCIFIERS

BY LYMAN ABBOTT

II.—THE WORLDLY MINDED CHURCH MEMBER

IN these brief sketches of "The Crucifiers" I have made free use of my "Jesus of Nazareth," published in 1882 but now out of print, and of a course of lectures on the life of Christ delivered in 1887 but never published in this country; like those publications, these sketches are based on the Four Gospels. As the authenticity of these narratives has been called in question, it is proper to advise the reader that I began the study of the Gospels over sixty years ago, that it has been continued with intermissions ever since, that in that study I have read, I hope with an open mind, the writings of rationalistic, Jewish, Roman Catholic, and Protestant scholars of various schools, and that the conclusion I early reached, confirmed by subsequent studies, is that the three Gospels of Matthew, Mark, and Luke are trustworthy historical documents; that all three are founded, as Luke says his is, on previous material; that they were not written with a theological or dogmatic purpose, and are marvelously free from personal and party prejudice; and that the Fourth Gospel was written either by John or by some of his disciples acting as his amanuenses or reporters, and gives us the fullest and best account of Christ's ministry in Judea. In this chapter c

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udas it is necessary to rely somewhat upon surmise, since no one of the Evangelists has attempted any analysis of his enigmatical character.

Judas of Kerioth, a small village about thirty miles south of Jerusalem, was the only Judean among the twelve. Presumably he belonged by birth and education to the priestly party, was often at the Temple, and was trained from his earliest youth in reverence for its sacrificial services, certainly shared in the universal expectations of a temporal Messiah and in the almost universal prejudice which looked with rancor upon the Gentile world. The brief glimpses we obtain of his life indicate that he was in temperament hard, sensuous, materialistic, and was possessed of the too common vice of the descendants of Jacob, avarice. He became the treasurer of the little company, and, according to John, was not always honest in the management of his trust.

So long as Christ preached only, "The kingdom of God is at hand," Judas followed him, undoubting. His faith that he would soon share in the glories of the expected kingdom was the common faith of all. It is evident from various incidents that Peter expressed the feeling of the twelve by his naïve question: "We have forsaken all and followed thee; what therefore shall we have?" When Christ refused the proffered crown, Judas was perplexed; when he told the people that it was only by death he could enter into his kingdom, Judas showed signs of disappointment that did not escape the sensitive heart of John; when in distincter language Jesus prophesied his crucifixion, Judas, we may be sure, approved Peter's rebuke of the Master; when Jesus uttered his first philippic against the Pharisees, Judas would be one of the first to instigate, if not himself to utter, the caution, "Knowest thou that the Pharisees were offended?" Such teachings of Jesus as the parable of the rich fool, and that of Dives and Lazarus, and his rejection of the rich young ruler, Judas would have resented if he understood them.

His religious prejudices must also have been often shocked—by Christ's indifference to the Temple and its sacrificial system; by his disregard of the ceremonial regulations which orthodox Judaism had added to the simple moral code of primitive Judaism; by his repeated rebukes of the priestly party; and by his repeated condemnation of race prejudice in such teachings as the parable of the Good Samaritan and the Prodigal Son.

With the continuance of Christ's ministry the conflict in the soul of Judas became increasingly bitter. Jesus thronged with admirers, promising his disciples to sit on twelve thrones, riding in triumphal procession into Jerusalem, Judas was proud to follow; but he had no use for a Messiah sitting at meat with the despised Zaccheus, exiled from Judea, mobbed from the synagogue, stoned from the Temple, foretelling his own cruel death and inviting his followers to share his cross with him.

Christ's teachings on Tuesday in the Temple put an end to this conflict in the soul of Judas. In those teachings Jesus made it clear that the kingdom of God was not a Jewish kingdom; the vineyard was to be taken from Judah and given to heathen nations; her house was to be left to her desolate. In the revelations of that hour the dream of Judas vanished. He seemed to himself the victim of an unwarrantable delusion. He rehearsed in his mind the repeated promises of the Master, and forgot the warnings and interpretations which accompanied them. He *was* the victim of an unwarrantable delusion, but it was that of his own selfish and sensuous imagination.

To abandon a failing cause, to return to Judaism because Christianity had nothing to offer to him, to return empty-handed and confessing failure, was more than the sensitive ambition of Judas could endure. But why return empty-handed? For over two years the Judaic party had sought in vain the charmed life of the Galilean rabbi. He that should destroy for Judaism this young Goliath who had defied it, would he not receive the hosannas of victory from priest and from people? Judas saw himself crowned by the party of his youth and the vote of the Chief Council. *This*, not the paltry sum of thirty pieces of silver, was the price his imagination offered him for the betrayal of his Lord. He forgot that always the reward of treachery is scorn—scorn heaviest from those who profit by it. So did Arnold forget. So does every traitor.

Gradually resentment developed into revenge. His dark thoughts, gradually as they had grown, carefully as they had been hidden under an almost impenetrable reserve, Jesus had divined. More than once he had told his disciples, "The Son of man shall be betrayed." The disciples on such occasions looked with wondering suspicion at each other; most of all perhaps at Judas, who was not a Galilean. If these occasions did not reveal Judas to the twelve, they revealed him to himself. Did the Master hope that such indication to Judas of the path he was traveling would cause him to turn back? It had a contrary effect. Judas writhed in angrier indignation, because he understood the application and the justice of the warning.

Such was his state of mind when a very simple incident crystalized growing design into an instant and well-defined resolve. On the return of Jesus from the conflicts in the Temple to the home of Martha and Mary, they made an entertainment for him; Judas of course was among the guests. The supper was Martha's homage to Jesus. After the supper Mary offered him hers—a box of very valuable ointment. With it she anointed the head of Jesus, the remainder she poured on Jesus' feet. Judas forgot his careful reticence, and openly condemned the waste. He even succeeded in communicating his sentiments to some of the other disciples. Christ sharply rebuked the rebuker. "Let her alone," he said. Then he added, with infinite pathos, "She hath done this to my burial."

The rebuke thus administered to Judas was less severe than the one which Jesus had not long before administered to Peter. But impulsive love was the keynote to Peter's character; self-love was the master passion of the soul of Judas. Love accepts any rebuke; self-love submits to none. Judas escaped at the earliest moment from the room, sought some of the chief priests and communicated to them his readiness to betray his former Master. Even in the excitement of that hour he did not forget his ruling passion. The priests agreed to pay him thirty shekels for his service. The die was cast, and Judas only awaited the opportunity to fulfill his design.

I need not here retell the familiar story of the betrayal. The crime was committed when the bargain was made, and here it is the crime of Judas which concerns us.

In the seventh chapter of Romans Paul has told the story of a similar conflict in his own soul between the flesh and the spirit. "I do not understand," he says, "why I act as I do. For what I would, that I do not; and what I hate, that I do." What reader of this article does not know that experience? Only a very perfect saint or a hopelessly hardened sinner can be wholly ignorant of it. Christ warned his disciples of the peril of such a divided life in the saying, "Ye cannot serve God and Mammon." But the persistent endeavor to do the impossible is not uncommon. Amiel pictures the spirit of allegiance to the world graphically. "'All the world' is the greatest of powers; it is sovereign and calls itself *we*. *We* dress, *we* dine, *we* walk, *we* go out, *we* come in, like this and not like that. This *we* is always right, whatever it does. . . . What *we* does or says is called custom, what it thinks is called opinion, what it believes to be beautiful or good is called fashion."

Whoever accepts *we* as his sovereign in business, in politics, and in society during the week and endeavors to appease his conscience by adoring Christ as his sovereign in church services on Sunday; whoever, professing to accept Christ's principles as his guide, compromises them in a vain endeavor to make them harmonize with the custom, the opinion, and the fashion of the time, has entered on the path which Judas trod to its tragic end. Paul found escape by his faith in a pardoning and life-giving God. Judas surrendered to his demon, and then tried to flee from himself by endeavoring to flee from life. To what by his suicide did he flee? At death the impenetrable curtain falls. We do not know.

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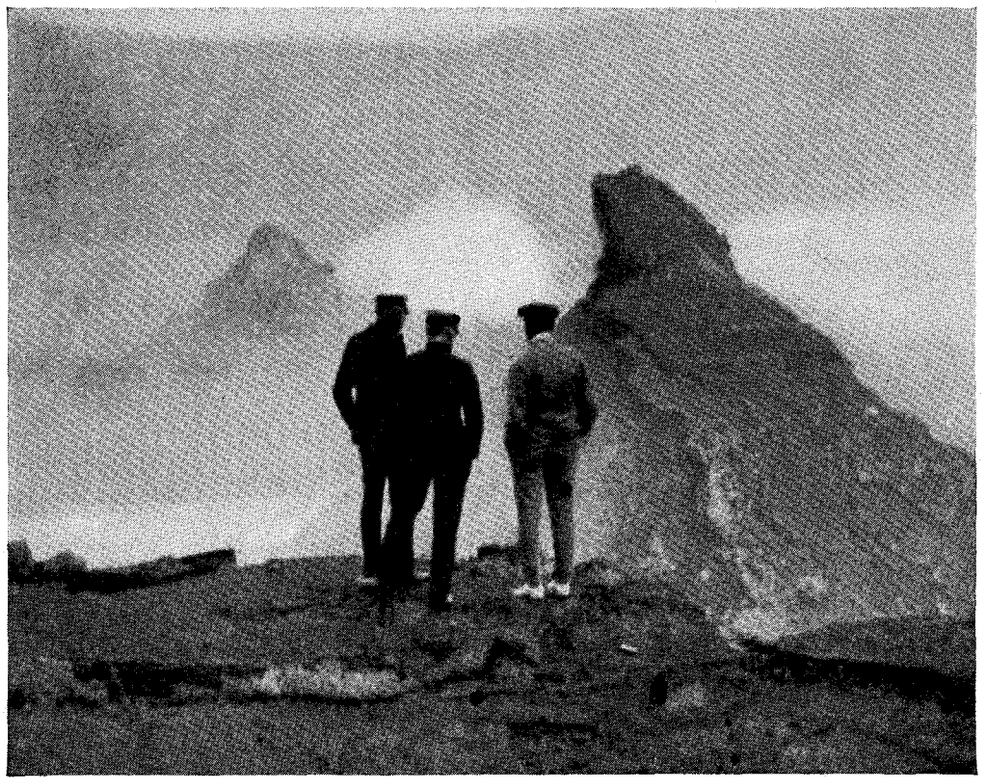
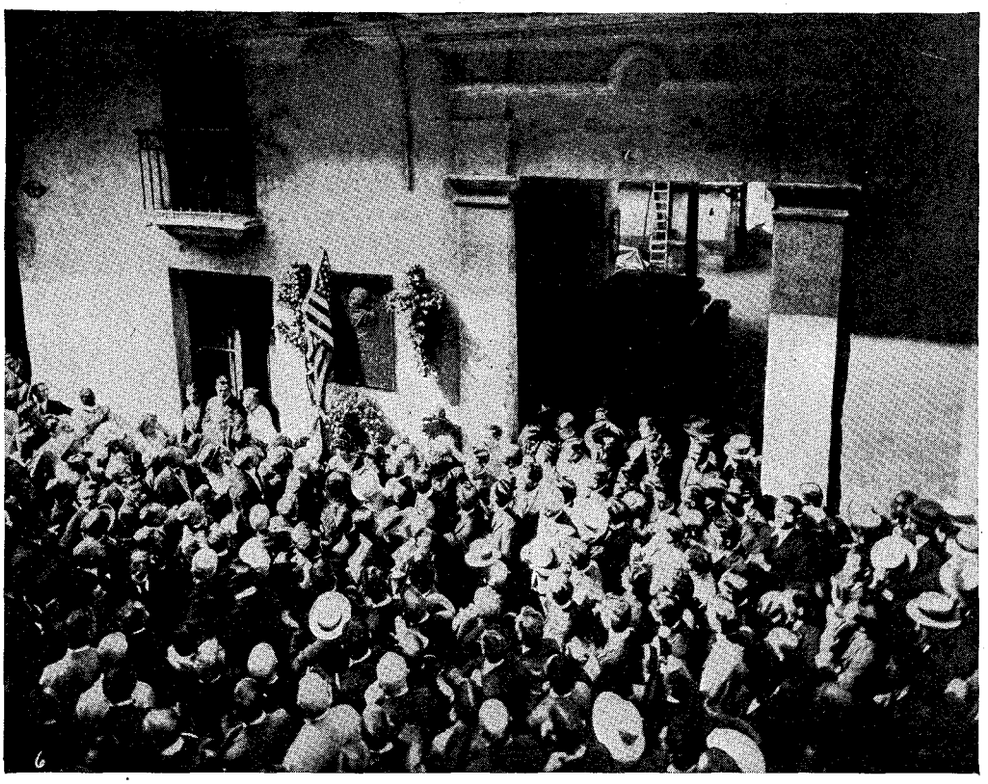
WHEN SCIENCE AND ADVENTURE MEET



International

UNITED STATES SCIENTISTS STUDYING KILAUEA, THE GREAT HAWAIIAN VOLCANO

Kilauea, the greatest volcano in the world, always a wonderful spectacle to tourists, is now being investigated with a view to providing the United States Government with scientific data regarding the heat emitted by the volcano, its mineral constituents, etc. Professor T. A. Jagger, Jr., is in charge of the investigation



Wide World Photos

AN EARLY AMERICAN ARCTIC EXPLORER HONORED IN HAVANA

Here we see the unveiling ceremony in connection with a memorial tablet to Dr. Elisha Kent Kane, the famous Arctic explorer of a generation ago. Dr. Kane died in Havana, in the house shown in the picture. The ceremonies were conducted by a visiting delegation of Masons, of which order Dr. Kane was a member. Editorial comment will be found elsewhere

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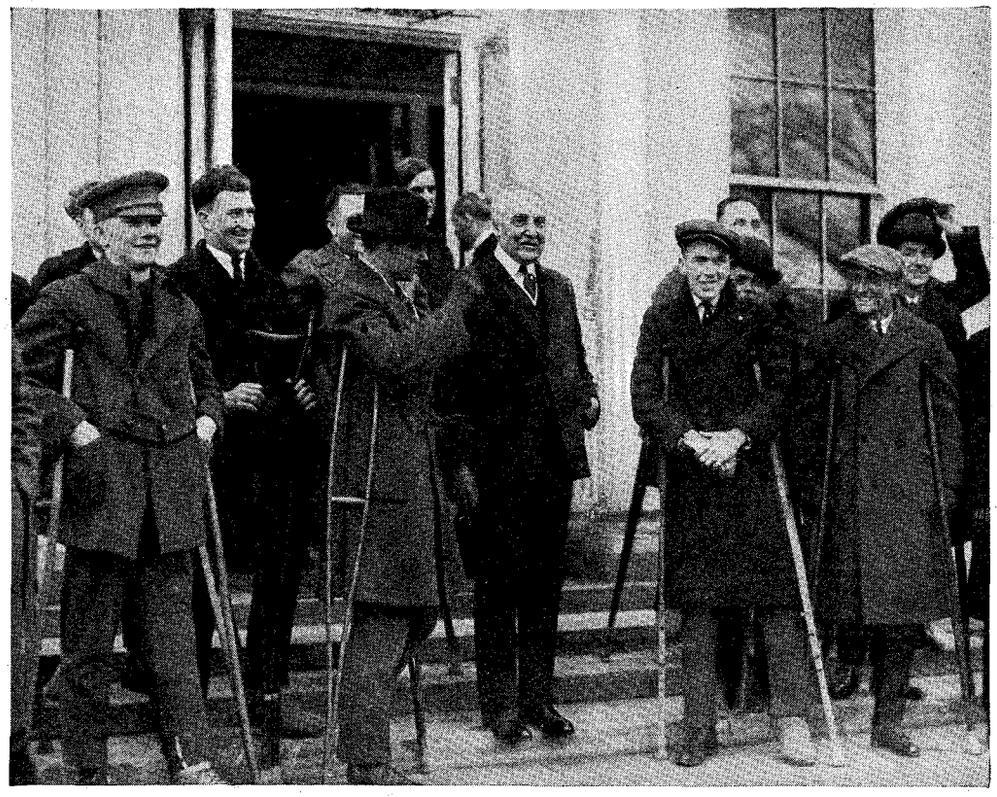
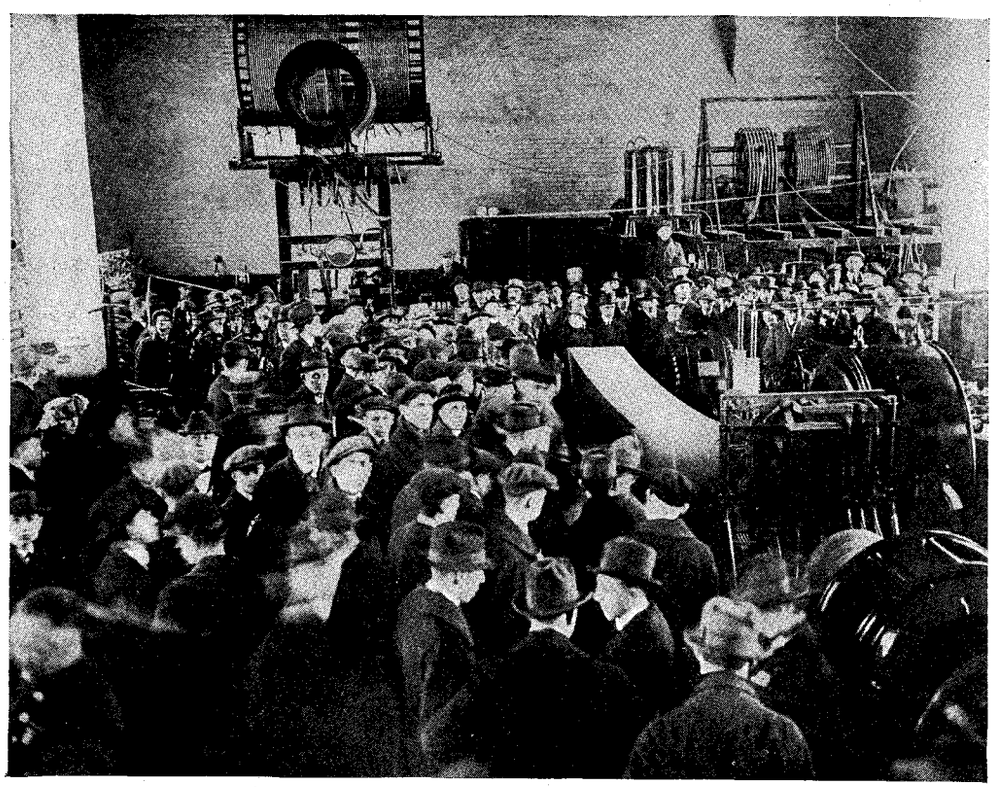
SNAP-SHOTS FROM THE CAPITAL CITY

PRESIDENT HARDING RECEIVING A DELEGATION OF WOUNDED SOLDIERS

This delegation of men wounded during the war called at the White House to urge measures for the betterment of conditions in army hospitals



P & A Photos



Wide World Photos

AMATEUR RADIO OPERATORS IN CONVENTION IN WASHINGTON

The great interest in radio operation all over the United States is indicated by the assembling of a convention of operators in Washington, D. C. The photograph shows members of the convention in the dynamo room at the Government wireless station at Arlington

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RICHARD WATSON GILDER—PERSONAL MEMORIES

BY MRS. SCHUYLER VAN RENSSELAER

No one, I think, can ever have tried to describe Richard Gilder by comparing him with somebody else. At the first word with him one recognized a peculiarly distinct personality, and no length of acquaintance, no degree of intimacy, weakened this impression. Among the qualities that produced it were so evident a sympathy with others and so candid and confident a reliance upon their sympathy that, in a very unusual degree, he became to his friends a part of the tissue of their lives. Even to-day, when he has been dead more than twelve years, our sense of whatever we may feel of joy or sorrow still seems incomplete without his participation. And so apt was he to have a fresh idea, to show some flash of insight, to speak some crystallizing word which could have occurred to no one else, that there still comes the impulse to seek his advice, or at least to wait for his comments, before making up our minds about this matter or that. No one else is quite the same kind of friend as he was.

It still seems strange that one who was always so alert and so companionable should now be mute. He was not what we call, with a hint of disparagement, a "great talker;" he never talked just to hear his own voice; he never "orated;" he could be very silent at times, and, while he was often eager to speak, he was quite as eager to listen. Nor was he a great talker in the better sense, like his friend John La Farge, who could hold his hearers spellbound for hours by a quiet monologue couched in words as exact and periods as well rounded as though they were being read from the page of some great French writer. He was not among the talkers of any kind for whom we wish that behind a curtain a stenographer might be garnering their words. But in the give and take of friendly conversation he was one of the best—delightfully ready of tongue, impulsive, interesting, stimulating, and amusing. He was one of the few who can discuss, argue, actually fight in words, without irritation. He really tried to understand why you differed from him and tried to make you understand what he felt, sometimes with an ardor that ran into vehemence but still without irritation, and, I may add, without clamor. His voice, though sensitively modulated to his meanings and sometimes dramatically effective, was always so low and pleasant that to listen to him was to learn the difference between emphasis and noise. When there was no arguing, but merely a casual commenting upon the incidents of the day, one could not grow tired of his company, for he was interested in everything, he wanted you to share his feeling, and he had the gift of the keen and unexpected word as well as of the fresh and personal thought. Some one who knew him but slightly told me once that she had just talked for a few minutes with Mr. Gilder on the corner of the street, and that she felt as though he had been waiting there in the hope that she might pass, having things to say that he could not say quite as well to anybody else. It was a great part of his charm that he constantly gave this impression, that he made one seem to one's self the right person at the right moment. There was nothing of intention in it, nothing of the wish to flatter or impress. It was merely that, being himself so sympathetic, he felt sure of the sympathy of others. And of course he usually got what with such simplicity he expected.

This strength and breadth of sympathy formed the mainspring of his manifold activities. He used to say that the tasks which he set himself in youth, and which remained for more than forty years his chief concern, were to write poetry and to make a good magazine. But gradually he became interested in almost everything important in the life of the city—political, philanthropic, literary, artistic—and when he became interested he worked. Many things seemed to be forced upon him, and in a sense they were. Yet he accepted them, not chiefly because other people wished, never because he wanted prominence or influence, and not even because a cold conscience prompted, but because his sympathies were awakened and therefore he could not hold his hand. When he undertook his wonderful work for the tenement-house dwellers of New York, it was of them as suffering human beings that he thought, not of sociological facts and theories; and he concerned himself with municipal politics because when he felt that his city was going wrong he agonized for it as for a sentient creature in distress and disgrace.

As his daughter writes in the excellent narrative commentary embodied in the volume of his letters, he could not have borne his ever-growing burden of labor and responsibility without the comfort, the support, and the happiness of a perfect marriage. Among the other things that helped to sustain him, always overworked as he was in his fragile body and his vigorous mind, was his unfailing sense of humor. I had almost called it unfaltering or unflinching, for it was often a weapon of defense instinctively used when other men would have used contempt or anger or an assumed stolidity. It is hard to remember now how scornfully at first he was abused and ridiculed, not for definite acts or words, but merely because he ventured to "meddle" in what his critics did not think his business. Even by decent people the "scholar in politics" was not as much respected then as he is to-day, and a mere literary man in city politics, a poet appealing to voters on street corners— It was too much for the gravity of the politicians. But Mr. Gilder only laughed back and kept on. "I hope," he said during one campaign, "that the 'Sun' will not get tired of calling me a song-bird catching cold on a cart-tail. It is making my reputation. It is telling thousands of people who never knew it before that I am a poet."

His poetry is almost invariably serious. But almost always humor tinged his conversation, keeping sweet his ardent anger against the wrong-doer, the fumbler, and the slacker, preserving his earnestness from solemnity, his deep fund of sentiment from sentimentality, and now prompting, now holding in check, a lively whimsical imagination and a boyish impulsiveness. He was never too busy or too tired for a jest and seldom too ill, although he was often more ill and more exhausted than I have ever seen any one else who kept busy at all. But as his arguing was not noisy, so his jesting was not boisterous or, to use a still uglier word, hilarious. Nor was he a "funny man" with a conscious desire to be amusing and a fund of well-rehearsed anecdotes on tap. It was a spontaneous personal kind of humor that he gave us, not the remembered humor of others; and, persistent though it was, and apt to make itself heard when least expected, it was only one thread in the many-colored fabric of his talk. But delighting in fun and boyish in many ways he remained until the end of his life. During his last days he was reading serious things and, as his last letter shows, commenting on them in serious ways. Yet the very last thing he read (it was found by his bedside after his death) he had chosen from a big bookcase filled with volumes of the most miscellaneous sort that stood in his bedroom in my house, and it was a little old copy of "The Pirate's Own Book."

Frail though he was, he had great physical as well as moral courage. He did not make little of dangers, delight in physical risks, as a stronger man may, but he could not be timid in any moment of need. Once when I was living near him at Marion, by a quiet inlet of Buzzards Bay, he was the only person to hear a cry of distress from a rowboat at some distance from the shore. Racing across a field and casting off only his coat and waistcoat, he plunged in, reached the boat from which a young girl had ventured to bathe in deep water, recovered the oar that her frightened companion had let drift

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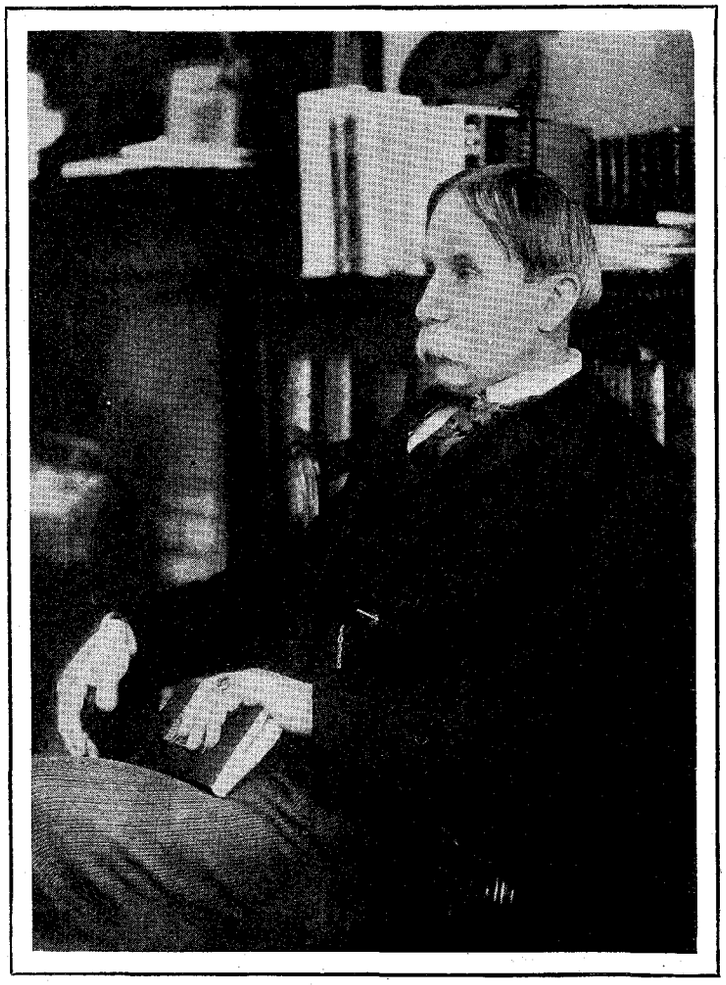
away, and, just in time, pulled the half-drowned swimmer into the boat. Yet he was himself so very poor a swimmer that afterwards neither he nor the rest of us could understand how he could possibly have done what he did.

In New York also we were neighbors. He was a night-owl, and so was I, and often late in the evening I would hear his tentative tap at my door. One night he stopped to tell how he had just seen a young couple quarreling in the street near by. The man had struck the girl, thrown something far off into the street, and, while the girl sobbed loudly, walked away. Of course Mr. Gilder quickly asked her what was the matter, and when she told him that her husband had thrown away the key of their flat and sworn he would never come home again he ran after the man, brought him back, "gave him fits," so he said, and told him to go and find the key. This the man meekly did, and as meekly started for home arm in arm with his wife. "He was a big fellow," said Mr. Gilder, laughing; "it scares me now to think how he might have eaten me up." But there were many others who docilely took a sharp reproof from him. There was no compelling power in the slight, stooping figure under middle height. There was much in the keen aquiline face and in the singular intensity of the eyes, black not in a hard and shining way but in a lusterless velvety way that suggested those of an Arab.



RICHARD WATSON GILDER

It was in his tenement-house work that Richard Gilder most strikingly showed the quality of his courage and of his energy. It was no pleasant task to take the lead, as chairman of the Committee of Investigation appointed by the Governor, in criticisms, for example, of the corporation of Trinity Church, the most powerful and the most widely respected of the ecclesiastical organizations of the city. On the other hand, few knew what physical exertions the work, as he saw it, imposed upon him. I knew, for I was in town during those hot months of 1894 when, as he afterwards wrote, he "waded heart-deep in misery all summer long." Of course his colleagues on the Committee and many others took an earnest and a fruitful part in the work, but he was the heart and the soul of it, its usual and most convincing mouthpiece, and always its keenest and busiest eye. To all its multiform details he gave personal attention. And, taking tenement-house fires and their causes as his special field of inquiry, he was out of bed at any hour of the night to go with the fire chief, whose aid he claimed, not only to any fire of importance that occurred, but *into* it—in a fireman's coat and helmet, up and down in the building as soon as the fire was under control, led and dragged by the firemen through the scorching heat and smoke, and seeing in the end pretty much all that they saw. One night when I heard the familiar tap on the knocker and opened the door myself so strong was the smell of smoke that I thought there must be a fire close by. But it was only that Mr. Gilder and Chief Bresnan had come from a fire downtown, black of face and powdered with ashes. "Can you give me a drop of whisky?" Richard asked. "I haven't any at home. The Chief doesn't want it, never takes it, but I am done up." Done up he certainly was, yet the next thing he said was: "Chief, do you know what I thought when you were dragging me up that last ladder? I thought you were mighty lucky to have me to pull, and not President Cleveland."

At another time, when I chanced to attend one of the meetings of the Committee, the treasurer of Trinity Corporation, on the witness-stand, was asked about a certain house owned by the corporation which was described as in a very bad condition. Indignantly he asked who had brought in such a report, for it was not true. "It is true in every particular," said Mr. Gilder. "To me too it seemed incredible when our investigator brought it in, so I got up early this morning and saw the house for myself." A few minutes later another incident showed a different side of him—his power to put himself in another man's place. An Italian who was then on the witness-stand could not understand the questions put to him in conventional legal phraseology and monotonous legal intonation. One lawyer after another tried in vain to make himself clear. Then Mr. Gilder, asking whether he might try, spoke slowly and distinctly and not in legal but in simple words, and the man understood at once and intelligently answered question after question.

As his interest in tenement-house conditions grew that summer, Mr. Gilder could not imagine any one else content to remain in ignorance of them. One very hot night he insisted that I should see how the people slept outdoors—in such outdoors as they could find, on the roofs and the fire-escapes. It was a strange pilgrimage in our slow-moving cab through the narrow streets, so swarming with life in the daytime, now so dismally abandoned-looking in their midnight silence, and up dark stairways to a roof whence, in the brilliant moonlight, I could see the pitiful sights my guide had told me about. Compassion filled his heart and spoke in his few words, and something like awe at the beauty of the moonlight illumining such a scene. Yet when we were down in the streets again and queried what might be their curious disagreeable, all-pervading odor, he was highly amused to recognize it as the smell of stale beer wafted from the many, many liquor saloons, and more than once on the way home he laughingly exclaimed, "Beer, beer! No-

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body else ever discovered that beer is the characteristic odor of New York!"

That autumn he took part in a municipal campaign, and always he had his exacting editorial work. Yet his tenement work never slackened, and his letters show how in the end it was he who went back and forth to the Capitol at Albany to coach the members who had the tenement bills in charge, watching every move and every word and getting results that could have been achieved in no other way. And when the report of his Committee was published, in a huge volume of innumerable closely printed pages, many of them filled with statistics and figures, it was he who took charge of it and read it in the proof—*all* of it—giving up to this hard, dry task, which any one else would have intrusted to subordinates, all of his Sundays for months and many of his evenings, an evening often meaning to him what would be half the night to another.

He had a singular power of concentration, a power that was at command under the most unfavorable circumstances—in brief snatches of time, in illness, in discomfort, in noise, amid distracting interruptions. Because of this power, and not because his wits went woolgathering in the misty fields of vacuity, he was often unpunctual, often almost incredibly absent-minded. He could be so absorbed in one thing that other things were for the moment non-existent. Once when I was dining at his house he left the table and went upstairs to the library to answer an insistent note, and some one who after a while went to seek him found him buried in his tenement-report proofs. He had forgotten that he had had of his dinner nothing but the soup. Many another time, even in the country, I have known him to forget or refuse to come to his meals, and, if the food was brought to him, leave it untasted for hours. Seldom consenting to remember the frailty of his body, often really ill, and, as I have said, tired to the point of exhaustion, year after year he seemed to all of us barely to escape the fate that is generally spoken of only in jest—to escape being "worked to death." And it was this fate that overtook him in the end.

An ineffective public speaker, lacking presence, strength of voice, and even the fluency he had in conversation, nevertheless he was constantly asked to speak. People liked to see him, to know that he was with them, even though they could not really hear him. As for the causes he was implored to father, the committees that wanted him for chairman, the meetings over which he was asked to preside, they were so many and so various that his friends used to plead with him not to squander his time and strength and dissipate his influence by being too undiscriminatingly good-natured. "But it is such a *good* thing," he would protest, as though this were a valid reason why he should father or further it even though it was something as remote from his main interests (I remember that this happened) as the meeting of a society for the encouragement of fine needlework.

Of course no man, whatever his conscience, whatever his sympathies, could have worked so hard if he had not liked to work. Mr. Gilder liked it better than anything else. His idea of resting was to turn to some other kind of activity, eagerly, with all his heart. To take him to drive at Marion was to give him a chance, not to soothe his mind in the silences of the woods and the still-water shore, but to free it of something that he had not yet found the time to say as fully as he wished. And his love for his place at Tyringham, Four Brooks Farm, was a love, not only of the beauty of the region which he keenly felt in its every detail, but also of the opportunities he found on a place of his own to *do* something worth while when he was not at his desk. After his death one of his friends said: "I hope that no one will write a poem saying that Gilder has gone to his rest. He would not like that! Heaven to him must mean the chance to work harder than ever without getting tired."

No one could be more democratic in spirit. The brotherhood of man was not a creed with him, but an innate un-selfconscious sentiment. He could not have been condescending or patronizing any more than snobbish. As he saw no difference in essentials between the highly and the lowly placed, in any kind of decent company he felt at home and found a welcome. And with his power to put himself at any one else's point of view, an interest in every sort of human enterprise and achievement, and an insatiable curiosity about the human soul, he found almost any person worth talking to for a while. He was ready to like everybody whom any one else could possibly think likable, and a good many others; almost everybody liked him at first sight, and his devoted friends were of all kinds and classes, no more appreciative in the White House than on his farm or among the fishermen at Marion. These he especially delighted in, and the village of Marion loved and delighted in him, although, as in other little New England places, "summer people" were rather suspiciously regarded and some of them were much disliked—the village frankly saying so and acting upon its words. But Mr. Gilder became a local institution. Marion was proud as well as fond of him, liking him as well, but no better, when great people came to seek his company as when he sought the villagers' in long confabs on the steps of the little wooden post office. The crustiest old salt unbent to him, and did not find fault with him or laugh at him even for what I may call his lack of seaworthiness. In fact, I think that one of the things that Marion most admired in him was his persistence in going afloat, to fish with President Cleveland or for some other reason, although he knew what the consequences would surely be if the waters of Buzzards Bay should, in local parlance, grow "rugged."

Between him and his fire chief a very real friendship grew up, based on both sides upon respect and admiration. I have a clear picture in my mind of Richard's amused yet deeply admiring interest when Bresnan, taking tea with Mrs. Gilder, laid his napkin across his knee and poised his cup precariously upon it so that his hands might illustrate his words as he told, in his broad brogue, "sad stories of the deaths of kings" and lively ones of their amazing escapes from death—of such kings among men as good firemen may be. Bresnan himself was one of these royalties, a specimen of the best type of Irishman, fine by nature and trained to an admirable vigor of body and mind.[1] He himself was killed not very long after that summer of 1894—so desperately injured by the falling of the water-tank of a burning factory, into which he had led his men when without blame he might merely have sent them, that he died a few hours later. He knew he was dying, and when asked if there were any one besides the priest whom he wanted to see he answered, "Yes—send for Mr. Gilder." This was one of the many and various rewards that the good citizen, the friend of men, got for his labors. Another was the Cross of the Legion of Honor, which came to him from France in recognition of his civic work.

Zealous though he was in fighting evil when convinced of its existence, Mr. Gilder was loth to believe in it, and still more loth to think that evil-doers realized what they were about. And sometimes he regretted his own vehemence when other people saw nothing in it to deplore. His verses called "The Guardians of a Sacred Trust" saved from destruction for a time one of our fine old churches. They did what a hundred arguments, protests, and pleas in prose could not effect, showing how much, even in this supposedly prosaic time, our good causes might profit were it our habit to turn to art of this and of other kinds for aid. But just because his verses had this sort of historic interest Mr. Gilder would not include them in his collected poems.

His activities as an editor come within the frame of these memories only on their personal side. No other editor of the many for whom I have worked took, for *their* sakes, so deep an interest in his authors. No other was so bent upon finding, not only new writers, but new paths for established ones. When he wanted something done, he was not afraid, if so prompted, to pick out a person who could only protest that he knew nothing whatever of the subject. "Well," he would answer, "you can learn. Other people have." And as a rule he showed as much sagacity as boldness in making

[1] Mr. James Ford tells something of this fine fire chief in his "Forty Odd Years in the Literary Shop."

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such assignments. Often his authors did learn—learn things upon which they never would have ventured but for his trustful, stimulating insistence.

Taking up a newspaper one day and pointing to the obituary column, where people of minor importance were commemorated on a sliding scale—in paragraphs which at the top of the list were two or three inches long and gradually dwindled to a couple of lines at the bottom—Richard said: "I never look at this column without wondering how high up I shall be placed when I die. I hope that I'm gradually climbing!" I wish he could have foreseen what happened when he did die. No obituary notice, however long, sufficed in any of the papers. Day after day they all gave space to tributes of all kinds from all quarters until in their sum total they exceeded by far any others that within my memory have been paid in New York excepting to public men of the highest rank.

Much is said nowadays, especially for the benefit of the young, about "success" in life and the way to achieve it. Any one who thinks that to Americans it must mean something material, something bound up with rewards of money or of place, should read all he can find about Richard Gilder. Surely his was a successful life—rich in interest, rich in influence, rich in private affection and public honor. It grew to be what it was by reason partly of his acute intelligence, partly of his personal charm, partly of his indefatigable industry, but before all and most of all by reason of the moral rectitude, the disinterested conscientiousness, which, indeed, gave his other qualities their value. And all that he won he won for himself, not merely without external help, but in spite of many other handicaps besides ill health. He came to New York unknown, poor, and without influential family connections or that membership in some highly esteemed profession which may quickly bring friends and influence; and, without any ambition save to do his best for mankind, he made himself one of the chief citizens of the big and busy city. He won from it everything that it had to give excepting wealth and office. For these he did not care and did not strive, nor did New York ever for a moment show that it would have thought more of him had he possessed them.

It is a clear proof of the strength of his personality that, although his name never appeared in his magazine as that of its editor, every one in America knew that he was its editor and that it was his voice. When he died, the whole country spoke in his honor, and his city—the city so often miscalled cold-hearted and indifferent—mourned not only for a man whom it admired, but for a son and, in the best sense, a servant whom it loved.

QUESTION

BY ELLEN FRANCES GILBERT

WHY should I labor in patience;
Why should I build me a tower,
And light me its lamp against darkness?
Is it that mariners drifting,
Is it that valley-worn wand'rers,
Is it that hill-bound pilgrims,
Shall laugh when the winds beat on it;
Shall cease when its pale torch flickers?
Shall weep when it stands deserted;
Shall wail when it sinks to ashes;
Shall mourn when the light is extinguished?

UNDANGEROUS AGES

SOME ARRESTING DISCOVERIES CONCERNING THE IDEALS OF OUR SUPPOSEDLY WILD YOUNG PEOPLE

BY WILLIAM I. ENGLE

PERHAPS the American educational system is going to pot. Perhaps the youth of the Nation is threatened by inadequate instruction in school and the influence of gross materialism out of it. Perhaps everything in curricula everywhere is improper and misguiding.

Perhaps; perhaps not. When I see people hold up their hands in horror at the hopelessness of the younger generation, I think upon a test carried on some months ago in Binghamton, New York. I report the record of that test as a challenge to doubters.

In this test one thousand boys and girls, a typical group of young Americans drawn from every stratum of the conglomerate society of this country, were called upon to set down in black and white their hopes, aspirations, prejudices, determinations, and principles. A questionnaire covering twelve personal and social problems was circulated by the Board of Managers among the students in the four classes of the high school at Binghamton. Among them are the children of recent immigrants, with the blood of a score of countries in their veins; the children of families with genealogical records stretching well back toward the Mayflower; sons of the rich; daughters of the poor; girls who have never been out of the city; boys who knew the city first when they went there to register as freshmen.

Unequivocal seriousness marked the attitude of the children toward changing world conditions, social relations, their future. For one who answered frivolously, there were two hundred grim and grave. Underneath the boy's baseball grin and behind the girl's party laugh, it appears, there is an idealism overlooked by a myopic older generation.

To begin, the questionnaire asked the students to name the man or woman in history or life nearest their ideal.

On every other blank filled out by the boys appeared the name Abraham Lincoln. On nearly a fifth of the girls' blanks was written Florence Nightingale.

Second in favor among the boys was Theodore Roosevelt. So the boys do not base their preferences upon information in their text-books, as the high school course gives only a page to Roosevelt. Neither do the girls, for the two persons held in highest regard by them—Florence Nightingale and Alice Freeman Palmer—are granted but scant attention by instructors. Third in esteem was agreed upon by boys and girls. "Mother," they said.

Among the thousand replies, including all those from children of alien-born parents, there were three citing a for-

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eigner as the ideal character. Napoleon received one vote; Hannibal, one; and Rosa Bonheur, one. No young Italian mentioned Garibaldi; no Greek, Pericles; no Slovak, John Huss.

But sprinkled among the sheaf of ballots for the great American patriots were some more original selections.

"Nathan Hale, because he was a good sport," wrote a fifteen-year-old sophomore.

"Woodrow Wilson. Still water runs deep," declared another fifteen-year-old sophomore girl.

"Mother. She seems to be right always," wrote a fifteen-year-old freshman girl.

"Allyn Ryan, because he beat the stock market," said a fifteen-year-old junior.

"Bill Hart, because he has got the pep," a seventeen-year-old freshman chose.

"Jenny Lind, because she was famous, not egotistical, kind and true, "wrote an eighteen-year-old junior.

"Captain Alfred King, U. S. A. He did not think more of himself, but for his men. He died in France fighting on November 11, 1918," said a nineteen-year-old senior.

Other votes went to Calvin Coolidge, Edith Cavell, Douglas Fairbanks, Joan of Arc, Pershing, several Binghamton clergymen, and "father."

YOUNG AMERICA'S IDEAL CHARACTERS

	Lincoln.	Florence Nightingale.	Roosevelt.	Mother.
Freshmen	263	59	61	17
Sophomores	74	30	24	12
Juniors	64	20	32	10
Seniors	20	16	19	11
Total	421	125	136	50

The second question in the series was, "Will you marry for money, position, or love?" and it was quite unnecessary.

Algebra and first love are omens, school-teachers say. They presage that brief critical period when youth is wise beyond all saying, when no obstacle big or little is worth a care, no hill too high to climb—or jump. The boys and girls who answered the questionnaire, in the main, are between the ages of thirteen and nineteen. It is the algebra-first-love stage.

They stand 992 to 8 in favor of love. Six said they thought they would like to marry for money, and two for position. The remainder chose love in varying degrees. Some, "plain love;" some, "absolute love;" others, "true love;" one, "reciprocated love;" one, "love, the kind that makes your heart stop and you feel queer and empty inside."

The question, "What do you consider your finest achievement?" educed greater diversity of ideals than any other. But standing out sharply above all other accomplishments mentioned was that of helping others. It overshadowed thrift and excellence in school work and prowess in athletics and music. It was cited by a majority of both boys and girls.

"Giving my Liberty Bond to my sister so she could get new clothes," said a thirteen-year-old freshman.

"Taking care of the baby all day Saturday while mother goes away," decided a fifteen-year-old sophomore.

"Letting a boy next door have the sweater I won in football," wrote a seventeen-year-old junior.

Thrift also was held in high esteem. Scores of boys mentioned earning money for Liberty Bonds and many girls recalled economizing on hats and shoes.

"Working through vacation so I could come back to school," said an eighteen-year-old senior.

"Sewing and darning for shop girls and paying my way through school," said a seventeen-year-old junior.

Outside of these general classifications of achievements the choice ranged the wide world. Typical replies are:

"Being well thought of."

"Stopping using slang."

"Baking cake."

"Playing Chopin's pieces."

WHAT THEY CALL THEIR BEST ACHIEVEMENTS

	Helping Others.	Thrift.	School Prowess.	Music and Writing.
Freshmen	130	105	104	98
Sophomores	53	49	25	19
Juniors	75	44	30	11
Seniors	25	19	14	12
Total	283	217	173	140

None but young America of the twentieth century could answer the one financial question as this typical American school answered it. The question was, "What would you do with $5,000 if you had it?" The reply three times out of four was, "Invest it in stocks or bonds." Ten times as many children said "invest" as said "save" or "put it in the bank."

Next to investing and saving the choice fell successively to "a college education," "help my family," and "travel."

HOW THEY WOULD SPEND $5,000

	Invest.	College Education.	Help Family.	Travel.
Freshmen	225	130	22	18
Sophomores	109	61	18	15
Juniors	70	61	9	4
Seniors	24	30	7	8
Total	428	182	58	45

Replies to one question prove the new generation to be old-fashioned. The question was, "Is woman's place in the home or in business and the professions?" The answer their great-grandfathers might have made is theirs. "Home," said nine out of ten, and the tenths hesitated, quibbled, ventured, "Working for herself," with the qualification, "if she has the ability."

8hese are typical reasons given for the decision:

"At home, to keep the aNtion pure," a fifteen-year-old freshman girl.

"At home. They tangle things up in professions," a sixteen-year-old sophomore boy.

"At home. Who will bring up the family if they are neglecting their own duties?" an eighteen-year-old junior.

"At home. They would make competition too keen," a nineteen-year-old senior.

A kindred question, "Should young women enter men's fields of work?" disclosed a somewhat conflicting attitude. Nearly all the girls said that young women should have that privilege, and a third of the boys agreed, both offering the qualification, though, that the women be unmarried and forced to earn their own living.

The range of ideas is illustrated by these typical replies:

"No. They should not enter men's work. Man was made to rule the world," a fourteen-year-old freshman boy.

"Yes. They have a right to choose their occupation, and they are as capable as men," a fifteen-year-old sophomore boy.

"No. They lack stamina," a sixteen-year-old junior boy.

"Yes. They have more ability than the other sex," a nineteen-year-old senior girl.

Favorite amusements are athletics, reading, music, and dancing. Citing the recreation from which they "get the most benefit and pleasure," the majority of the children said either baseball, football, basket-ball or tennis, and a heavy vote from the girls brought dancing up among the leaders. In all classes, however, reading and music were second and third choice, standing ahead of dancing, motion pictures, vaudeville, and the drama.

Desire to attend college increases as the pupil advances in high school. One-third of the freshmen hope for a higher education; three-fourths of the sophomores; five-sixths of the juniors; six-sevenths of the seniors. The question was, "Do you wish to attend college?"

Politics obviously is dominated by their parents. Binghamton is a Republican city. Republicans among the school pupils ran well ahead of Democrats, and there was only a scattering of Socialists.

Home-town ties are not so strong as might have been guessed. Only one-third of the students said they intended to remain in the city where they were born.

Ideas of marital conduct are rational. Answering "How big is the ideal American family?" the majority said, "Five persons." Only one boy suggested "Ten children," and very few spoke of fewer than two.

Deductions from the questionnaire replies as a whole tend to show that the overwhelming majority of the children, underneath an exterior of frivolity, are sober and practical, and conservative enough to make any good radical despair of the future of the world.

But, considering the fact that the world has been going to the dogs (for a variety of opposite reasons) with every rising generation since that canine terminus was first discovered, it is surprising how seldom it gets there.

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LANDSCAPES OF THE MIDDLE WEST

FOUR ETCHINGS BY EARL H. REED

SAND GRASSES

From the original Etching by Earl H. Reed

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THE HERON'S POOL

From the original Etching by Earl H. Reed

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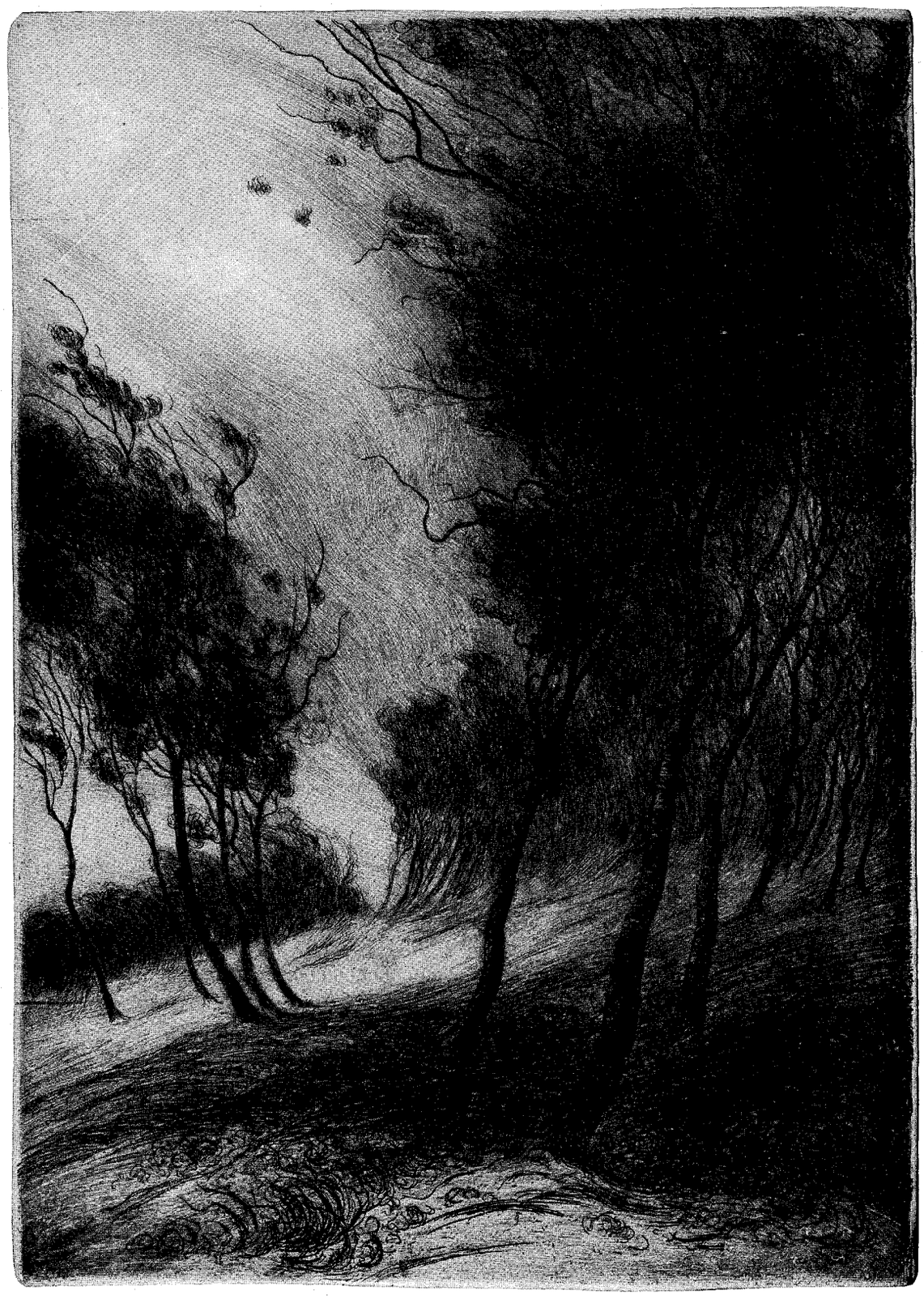

THE REQUIEM OF THE LEAVES

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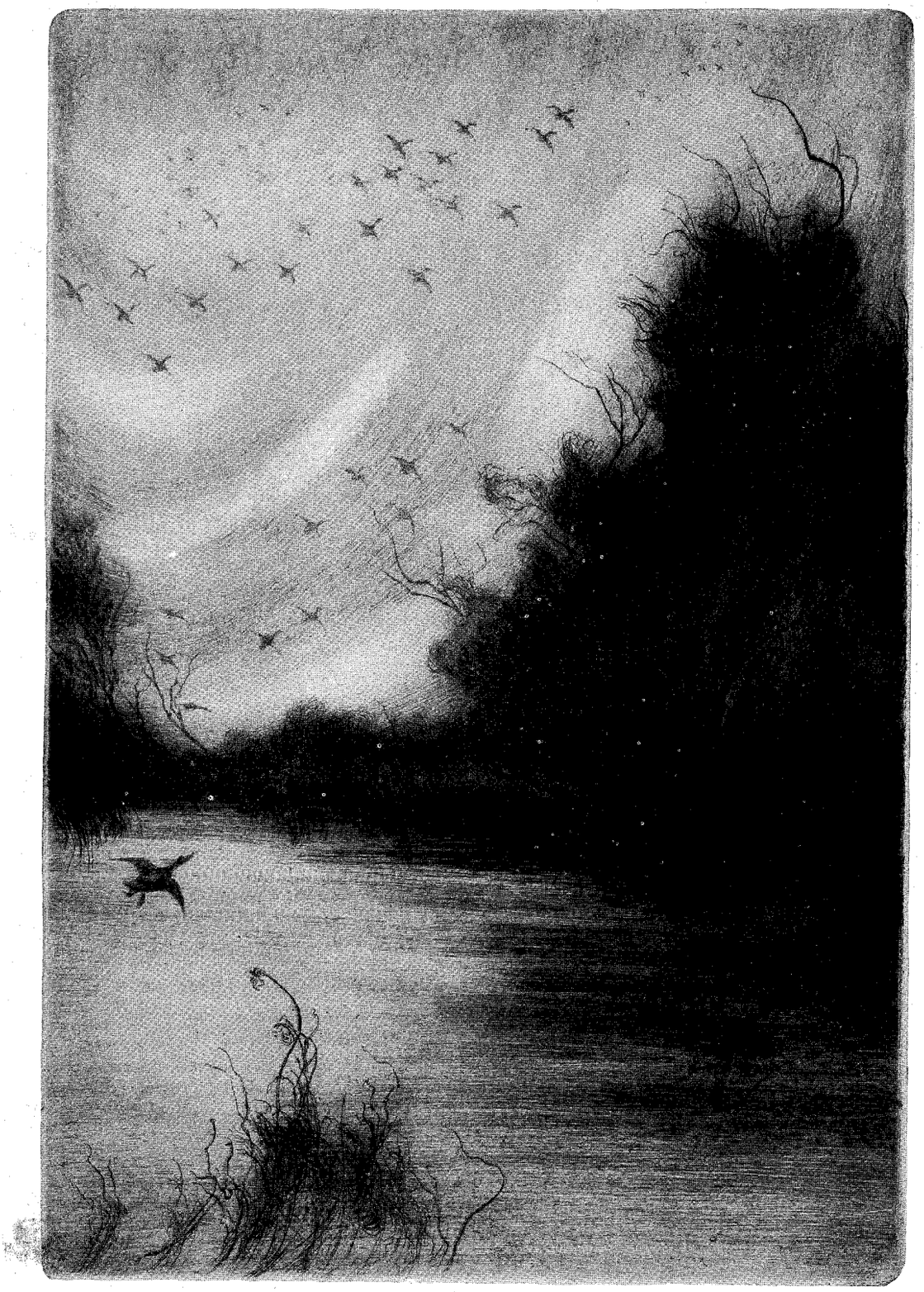

"THE CALL OF THE NORTH"

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NEW STEPS IN CO-OPERATION

BY HUGH J. HUGHES

CO-OPERATION has been a household word in the Middle West for so many years that when one suggests that there is something new developing along that line he is in danger of being passed by as an idle tale-teller, yet the fact is that we are on the verge of a great forward movement in co-operation that seems destined to do for the local co-operative groups what these groups, in the days of our fathers, did for the isolated farmers in the community.

To put it in a sentence: The next big advance in co-operation is the federation of the local co-operative groups and the creation by such federative action of central selling and buying agencies.

There are those who will tell you that farmer co-operation is perfectly all right, provided it sticks to the local neighborhood, but that it cannot go farther without certainly running into trouble and disaster. And in support of their contention they mention large co-operative enterprises that have failed, and because these have failed they argue, perhaps with some seeming of logic, that all other attempts of the farmer to carry his business beyond his local neighborhood are bound to fail.

So, they argue, it is the business of the farmer to produce his crops and live stock and dairy products, and, if he wants to do so, he may organize breeding circles and co-operative shipping associations and creameries and elevators, or any other purely local body of farmers—*and there he should stop!*

If that were true—if the field of co-operation were so limited—I, for one, should feel pretty discouraged about the future of the farmer. But I am not discouraged as to the progress the farmer is going to make in the future, because I do not believe that his horizon is fixed or that his hands are tied to the things that he has done, and only to these.

The co-operative failures of the past, and there are many of them, are not at all confined to the more ambitious attempts of the farmer to follow his produce to market. The local co-operative association has gone to pieces times without number. One has no right to assume that co-operation will succeed or fail according as to whether it is or is not local. Some other test must be applied than that of size, or than that of distance from the farmyard gate.

Failures have been due principally, if not entirely, to two groups of causes:

(A) Improper organization.

(B) Bad management.

The latter cause accounts for the majority of failures of local co-operative enterprises, and the former for the more ambitious attempts at organization.

Bad management includes such matters as the selection of poor directors, or a poor business manager, or of undertaking too much or too little—things that may happen to any organization, no matter how well planned it may be. Improper organization can somehow be tolerated in the local association, where hard common sense comes in and saves a situation that a little careful planning might have avoided, but improper organization is fatal to a large association, where the actual management is out of the hands of the individual members.

And under this head fall the mistakes and blunders and misjudgments that have made the whole question of "What is a co-operative concern?" such a hard one to answer.

These blunders include proxy voting, the holding of an indefinite number of shares, the payment of all dividends upon the basis of the shares held, and the cash buying and selling of produce.

Nor am I forgetting the worst blunder of all—that of starting a co-operative association without sufficient reason for its existence or with too little capital.

These are some of the known dangers to avoid, though there are others, such as the diversion of paid-in capital to organization expense, that cannot be for one little moment forgotten. And, knowing where trouble lies ahead, it ought to be fairly easy to lay a course for the future.

Over against these things that tear down the co-operative organization suppose we put the positive factors that time and experience show should be a part of the well-knit, socially correct, and businesslike co-operative association. The things that build up a solid co-operative business may also be grouped under two heads. They are:

(A) Correct organization.

(B) Good management.

Correct organization assumes, first of all, that there is a real business need for the co-operative concern. If not, it is a waste of time to start one. And it likewise is a waste of time to start an organization which is not heartily backed by those taking stock in it. The essential principles involved in proper co-operative organization are:

(*a*) One man, one vote.

(*b*) A limited number of shares to the stockholder.

(*c*) A reasonable rate of interest on shares held.

(*d*) The distribution of all surplus earnings, after the running charges of the business have been met, and after provision has been made for the safeguarding of the business, according to the patronage given the association.

Cast over in your mind the co-operative ventures that have failed, and you will be surprised to find how many of them have gone down to disaster because one or more of these four basic laws of co-operative self-preservation have been disregarded.

In addition, the association that hopes to succeed must put aside any philanthropic roseate dreams. Unless the ledger can be made to show a favorable balance; unless there is fair assurance that it will do so, stay out of the trouble that lies just ahead—unless, in other words, working with each other pays better than working alone—work alone. The time may come when you can successfully co-operate, but that time has not yet arrived.

It is a social blunder amounting to a crime to start a co-operative concern where the business does not warrant it, or in such fashion that it fails for lack of support.

And right at this point enters a new phase of co-operation, in so far as the Middle West is concerned. In times past we have been entirely too anxious to get "co-operators"—falsely so called. We have taken it for granted that the man who bought a share or two of stock in the creamery or cheese factory or elevator would give the association his patronage, forgetting the long and bitter experience of neighborhood after neighborhood where men dreamed and planned and invested their money in co-operative ventures, only to see the members of the association listen to the voice of the tempter and sell their produce to competitive concerns.

Our Danish friends learned a long while ago the lesson which we are just taking to heart: That one's patronage is of far more account than one's share membership.

And the new thing we are introducing into Middle Western co-operation—the thing that is going to make it practically invulnerable against the attacks of competition—is the "produce contract."

According to this plan, the association is not merely a group of men who have built an elevator or a creamery or a potato warehouse with their joint capital; *it is also a group of men who have pooled their selling by pledging it, under a written and bonded guaranty, to the association.*

This assures the association, provided it has been organized in response to a real business need, the necessary volume of business with which to maintain itself, in spite of outside competition. The Minnesota Potato Exchange plan, for instance, provides that the grower shall give the local association a contract to deliver a stated acreage of potatoes, and performance of this contract is guaranteed by a $100 note given to the association for that purpose. If the grower deserts his association and sells to its competitors, the margin of profit

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so lost to the association is deducted from the face of the note—in other words, the note is sold, the loss deducted, and the balance turned back to the grower, whose stock share in the association is also made liable for desertion losses.

Naturally, one might think that such a binding agreement would meet with opposition. In point of fact, in the instance above mentioned and in the case of the Michigan Potato Exchange, this binding contract has been one of the leading selling features. A guaranteed acreage, and the control of that acreage, means business volume and the business stability of the association, and the man who might hesitate about going in without such assurance feels that he is joining a strong organization.

Under this plan of pledging it is provided that the note given shall be used for no other purpose than as a protection to the association against loss through breach of contract, and for the further purpose of establishing a revolving fund out of which to conduct the current business of shipping.

And since the Potato Exchange follows the sound co-operative practice of not buying outright, but merely moving the produce forward to market on joint account for all the shippers, substantially as done by the live-stock shipping associations and the creameries, this guaranty note is peculiarly safe, in a business way, from any loss through mismanagement.

Some one, I am sure, is wondering just how this will work in case the grower is offered a price better than that bid by the association. A fair question. It would be a one-sided bargain that would force the grower to deliver to the association at all times and cause him to lose sales that he might secure through accepting outside bids.

And right here is where the competitive buyer has always done his most effective work of destruction. He has paid above the market until the co-operative association has been crushed, and then has taken it out of the hides of the men he used as tools for the destruction of their own association. The new plan—I call it new merely because we of the Middle West have just begun to adopt it, though it is perhaps fifty years old in Denmark and in Holland and has had a shorter but successful life in the fruit-growing regions here in America—the new plan provides in the contract that the grower may have the benefit of the highest price offered, *but that he shall turn all bids in to the association!*

What happens? John Jones comes to town with a load of potatoes, or anything else pledged under this plan. Call it potatoes. A buyer is in town, anxious to get a car loaded out that day. He offers John ten cents above market. *John goes and turns his offer in to the manager of the association, who sells the load for him to the buyer!* John gets his price, and the buyer gets his potatoes. And if the buyer wants more, the manager can help him get them.

This supposititious case is one of entirely fair competition. But suppose the buyer comes in for the purpose of putting the association out of business. Don't you see how the same plan will work? He will get potatoes at his own price—all the potatoes that the association controls, if he holds out that long. And with every bushel he buys he adds to the success of the business he is trying to down!

Does the plan actually work that way? Ask those who have tried it. Ask the Michigan Potato Exchange, Cadillac, Michigan. Or ask the farmers' elevator men who have adopted, in an informal way and years ago, similar methods to defeat the "cutting under" policy of the line houses. Of course it works!

So, as the first and most important part of the new co-operative programme, we have a local association built along correct business lines, according to well-established co-operative principles, and safeguarded against business undermining by the new—to us—feature of the pledged business of the member.

But the big job in marketing, as we are coming to understand, is to get onto the terminal market with enough volume of business to command the attention of the buyers—with enough so that we can go out and hunt the best markets and place our products upon them.

And on these larger markets the small offerings of the local association are at a disadvantage. The direct competition of individual farmers is replaced by the no less direct competition of individual associations. The work done by one group of middlemen has been taken over, only to find that we are up against another line of the same sort of fellows, firmly intrenched in the trade knowledge and trade practices and trade acquaintance acquired during a lifetime in the business.

The answer to this situation is the federation of the local co-operative associations and the formation by such federation of one central selling agency having a large enough volume of business so that it can afford to go out and establish its own connections with the jobbing or retail markets, or, at any rate, come as close to the consumer as it is possible for it to come, with profit to the producer, whose indirect agent it is.

This is the Potato Exchange plan, now in successful operation in Michigan, and already adopted in Minnesota, New Jersey, and Colorado. It is the plan of the citrus-fruit growers of the Pacific coast, whose business has grown to a volume of something like $125,000,000 a year, and whose agents you will find in every fair-sized city from the Pacific to the Atlantic. And, going back to the Danes, it is a plan that has made Danish butter and Danish bacon the standard of quality in these products the world over.

The Exchange is formed, not by the individual farmers, but by the local associations. The local association gathers and grades and handles and ships out the produce of its members. But just as the individual agrees with it to sell through it, so the local in turn agrees to sell only through the Exchange, and pledges itself to that effect, giving as a guaranty a $500 note to the Exchange. All the business relationships between the two, including the sales privilege of the local, offered a higher bid than the market, are the same as for the local association I have already described. And just as the local is managed from its membership, so the Exchange plan of management makes each local a member, with one vote, and provides that the directors shall come from the membership of the locals. This system provides both a local association and a wholesale organization, directed and controlled by the farmers who compose the locals. In so far as possible the plan safeguards against the danger of too much centralized power. And as far as it has been tried out in this country such centralization has not reached a point where the welfare of the individual has been lost to sight.

In conclusion, just a word about what this plan of federated co-operation does to, or rather with, the "middleman," of whom we hear so much. It doesn't do away with him. That, as any one who has studied the actual labor performed in moving a car of wheat or hay or live stock or potatoes forward from the producer to the consumer knows, is impossible. But it does take over his work—makes him, if you please, the hired man of the farmer. And this is as it should be. Without destroying or even disturbing any of the machinery that society has painfully built up through centuries of experimentation as to the best ways of selling and buying, under the federated co-operative plan the farmer steps forward and takes a place in the big markets; and whether he shall go still further forward toward the consumer, or whether he shall wait for the consumer to organize and come the other half of the way to meet him, is still a question of the future.

But that the farmer has found a form of co-operation that will bring him safely, and with power in his arm, into the wholesale markets of the Nation is no longer a question. It is a fact, to be used by him in such fashion as he sees fit.

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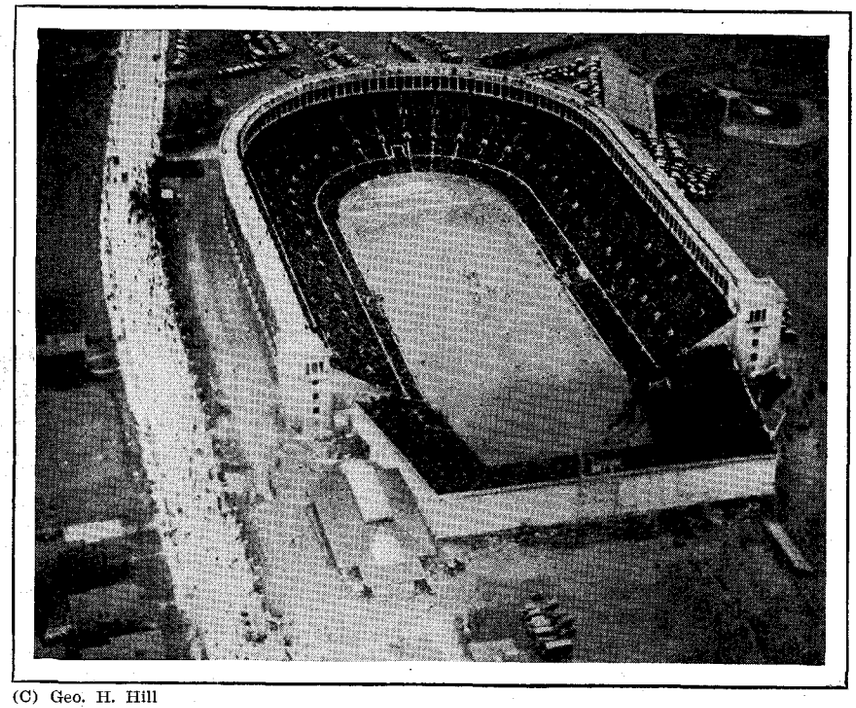
INTERCOLLEGIATE ATHLETICS[1]

BY ALEXANDER MEIKLEJOHN
PRESIDENT OF AMHERST COLLEGE

AN intercollegiate game is, or ought to be, a contest between the undergraduates of two competing colleges. It should be managed by undergraduates, coached by undergraduates, and played by undergraduates. Our National vice of over-administration has in all these respects robbed the games of their proper character. Our games are managed by outsiders, coached by outsiders, and, in a very real and lamentable sense, played by outsiders. For this the authorities of the college are largely responsible. In our games, just as in our teaching, we have said, "What the undergraduates cannot do for themselves we will do for them." And the result is in both cases rather pitiful.

Thirty or thirty-five years ago our colleges made what is for older people always a startling discovery, that boys are in danger of over-emphasizing sports. They thereupon took over the management of those sports to keep them within proper bounds. The favorite device was to set up Joint Boards of Control, on which faculty, graduates, and undergraduates were represented. To that and like forms of organization we owe most of the exaggeration of college sport. It has the authority and prestige of all the parts of the college or university. It becomes inevitably an independent body, representing all other bodies, and therefore subject to none. It has done in the way of enlarging the scope of athletic management what no undergraduate board would ever have dreamed of doing or being allowed to do. It has built Stadiums, Coliseums, Bowls; it has brought the gate receipts of a team for a season into the hundreds of thousands of dollars. In a word, it has over-managed our college games, has given them the money and the public place from which every other type of exaggeration inevitably comes.

In the second place, this over-management has given us over-coaching. In every college a staff of "outsiders"—so far as the game is concerned, graduates or non-graduates of the college—are brought in to take charge of the team. These men build up a system. In the hands of that system the players are puppets used in the conflict, with a like system elsewhere. If we have one coach, Williams must have two; and then we, three. We will not allow our students to earn money by playing, because that would destroy the amateur quality of the college sport. But these outsiders, demanding for ten weeks' work salaries twice those paid to our best professors for a year—these outsiders make the rules of the games, dominate the play, and substitute for our games annual contests between themselves. This is what we get as the fruit of our attempt to keep the game of our students within proper bounds. As against it, surely, we must say that students should coach their own teams and win or lose their own games.



(C) Geo. H. Hill

THE HARVARD STADIUM, THE OLDEST OF THE GREAT ARENAS DEVOTED TO MODERN COLLEGE ATHLETICS. IT WAS THE GIFT OF A GRADUATE CLASS

I should stop here to discuss for what teams coaching is or is not allowable, but the time is too short. Let me say simply that as genuine competition comes in outside coaching must go out. There is a difference between teaching and coaching.

And, thirdly, coaches and graduate managers in greater or less degree bring into the college outsiders, men who are in no genuine sense members of the college, to play on its teams. Here, again, are the fruits of our own wisdom.

I am not saying, or intending to say, that undergraduates have too much interest in their athletic games. My own impression is that their active interest is too little, rather than too great. They supplement our desire by preferring to their own the more "efficient" management of their elders.

I do not think that, on the whole, we play too many games, though in many cases the trips are far too long and expensive. One game of football in a week, two of baseball—this is not too much if the distances are reasonable. And the intercollegiate visiting is, or might be, both delightful and worth while.

I do not think the games should be made private affairs, the "public" being excluded. Just so far as possible it is desirable that we give to the people about us a chance to see good, spirited sport.

On the other hand, I do not think that winning teams really add to the repute of a college. A winning team does not indicate very strongly that a college is giving good education. And, in the last resort, the only worth while recommendation of a college is that it does give good education. There is much nonsense talked about other kinds of advertising.

Nor should I like to be understood as attacking the games or their importance in college life. Next to the studies, I should place them as the determining and beneficial influences in the life of a college community.

But what I do say is that we, the college authorities, have foozled our attempt to control and direct these games. It is time that we began to give them their freedom, demanding at the same time that they respect the rights of those other activities which we have in control. Good sport rests upon equal terms of competition, and so it is hard for any college to do much alone. But by co-operation we might work our way back out of the desert or the tempest. If only Harvard or Yale or Princeton, or all three, would call a conference and would announce the scrapping of boards of control, and especially of armies of coaches, the way to peace might be opened. If the way were found, I think we would all very gladly follow it.

[1] From an address delivered before the Alumni of Amherst in New York City.

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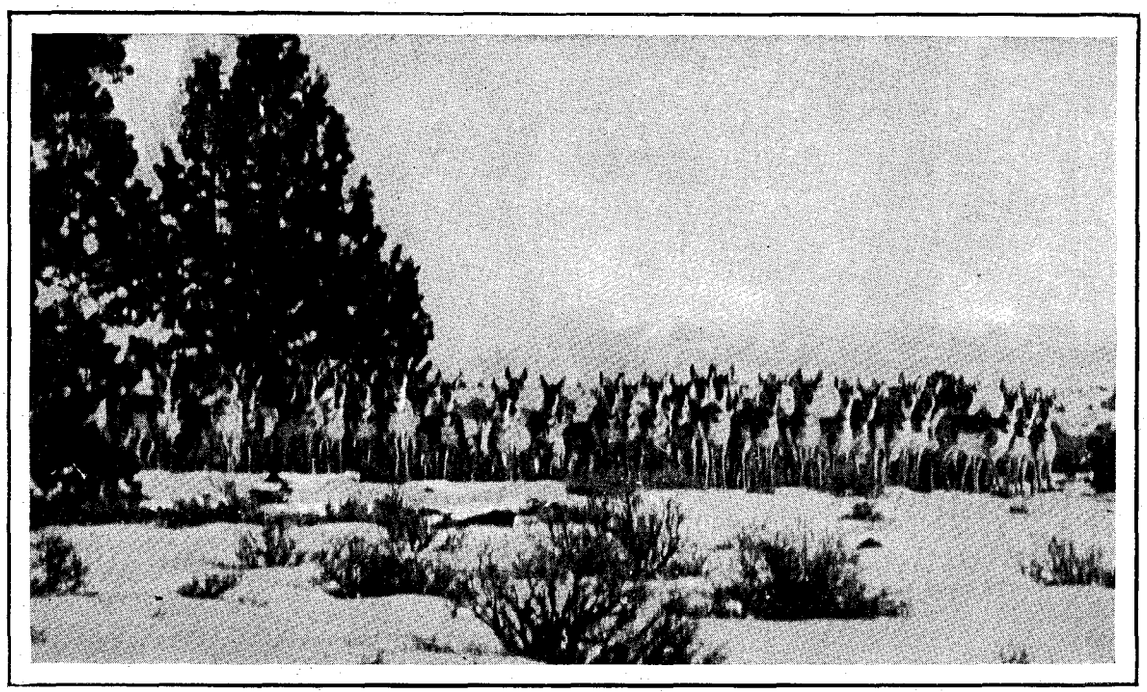
BIGHORN AND PRONGHORN

PICTURES FROM OUTLOOK READERS

From H. O. Barnthouse, Toledo, Ohio

PACKED AND READY FOR A FIFTEEN-MILE HIKE HOME, WELL LOADED WITH MOUNTAIN SHEEP

The scene is on Windy Peak, Broad Pass, Alaska. These are ex-service men who are now with the Alaskan Engineering Commission, engaged in the construction of the new railway to Fairbanks



Courtesy of California Academy of Sciences

THE MOUNT DOME ANTELOPE REFUGE IN SISKIYOU COUNTY, CALIFORNIA

This photograph, taken January 15, 1922, shows about forty wild pronghorn antelope coming up to the feeding ground. The refuge was established in November, 1921, under the auspices of the California Academy of Sciences, California Fish and Game Commission, United States Forest Service, New York Zoological Society, and the American Bison Society. The pronghorn antelope has been threatened with extinction, and this refuge will no doubt prove a great aid in its preservation

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THE BOOK TABLE

UNDERGROUND RIVERS OF WASTE[1]

BY FREDERICK M. DAVENPORT

WASTEFULNESS is an American trait, the by-product of vast National resources and of the rapid exploitation of these resources. For the first time in our history there is an overwhelming economic pinch, following the Great War and stretching around the world. We have turned our attention in this country, as never before, to the problem of waste—waste in Governmental expenditures and processes, waste in industry.

We happen to have in public life at this period a very great engineering mind, that of Herbert Hoover, Secretary of Commerce in President Harding's Cabinet and organizer of relief on an international scale during the World War. The function of the genuine engineer, in the broad sense, is the application of organizing intelligence to human affairs.

Towards the end of 1920 the Federated American Engineering Societies became a reality; Herbert Hoover was elected its first President, and he at once suggested a study into the wastes of industry in this country. Early in 1921 seventeen engineers were selected for the work. For the purpose of arousing public attention immediately they proceeded to make a swift intensive study of six typical branches of industry, in order to stimulate general action and lay the foundation for further investigation. Within six months a report was made to the American Engineering Council and to the country upon the findings of the Committee. The report as a whole represents the combined effort of eighty engineers and their associates. The six typical studies included the building trades, men's ready-made clothing, boots and shoes, printing, metal trades, and textile manufacture.

The findings may be summed up in a single paragraph. We are a powerful industrial country, but we have much yet to learn. We have ingenuity and efficiency comparable with those of any other nation. But we tolerate to an alarming degree wastes of labor conflict, wastes of seasonal operation, wastes of unemployment, wastes through high labor turnover, wastes through speculative booms and over-production. Above all, the industry of America, while exceedingly favorably situated with respect to physical resources, is as yet profoundly lacking in that high average degree of the mental and moral forces of management which alone make certain the permanent prosperity of the economic life of a country.

The survey puts the burden of waste squarely upon management. The responsibility of labor is real, but less in degree. Management has the greater genius, the greater capacity. It has also, therefore, the greater obligation. According to the definition of the engineers, management is the art and science of preparing, organizing, and directing the human effort which is applied to control the forces and to utilize the materials of nature for the benefit of man. Management is the general. The mistakes of management are of vital consequence.

Of the whole burden of waste disclosed by the engineering survey within the six great branches of industry under review, the findings place over fifty per cent of the responsibility at the door of management and less than twenty-five per cent at the door of labor. There are outstanding examples of good management, but the average of management is much below the standards set by certain individual executives who have achieved notable success.

In shoe production, for example, there is very little system about the economizing of leather, and the loss from idleness occasioned by waiting for work and material amounts to more than a third of the time. In the building trades and the printing trades, while of course anything like complete standardization is impractical and undesirable, there is much opportunity for reasonable standardization of thickness of soles and brands of paper, for example, which would result in a considerable margin of saving in these particular fields.

The majority of the plants studied had no adequate knowledge of costs and no method of judging accurately when improvements are needed and when waste is taking place. In the men's clothing plants there are no research methods to improve materials, processes, equipment, or product. In the shoe industry the number of plants using modern employment methods is very few. The personal relations with the employees are defective, and men are discharged or quit work without any executive knowing the reason why. Very costly separations from the working force are thus going on constantly, and unnecessary expense connected with training new workers to take the place of those who leave is a growing burden. The cost of training an inexperienced man for cutting upper leather in a well-managed shop is $576; for a semi-experienced man the cost is $450. The high labor turnover here, as everywhere else in industry, is a great economic waste, and is due to the lack of human sense and of human method on the part of great sections of American management. The building trades have given almost no consideration to the subject of labor turnover, and large losses are constantly occurring through wholesale percentages of workers passing in and out of work on separate jobs. The low production from inefficient workmanship in all the trades studied is also partly due to the failure of management to provide opportunities for education or special training in the processes and operations of the particular trade. But much ineffective workmanship arises also from lack of interest and lack of pride on the part of a good deal of unregenerate human nature in the labor population.

The survey does not spare wasteful regulations of labor unions. Recognition is clear of the fact that in the past enormous losses have been produced through direct or indirect restrictions of output. Among these narrow and unwise regulations which are condemned are the requiring of skilled men to do work that could be performed by the unskilled; the restricting of individual incentive through making wages too uniform; the limiting of the number of apprentices in the interests of a labor monopoly; the excessive reduction of working hours; the absurd opposition to labor-saving devices; the jurisdictional rules which distribute certain types of work to different trades without regard to expense. In one case in order to move a pump and set it in a different location in the foundation hole it was necessary to get a pair of steam-fitters to disconnect the steam-pipe, a pair of plumbers to remove the suction apparatus and replace it, a structural-iron man to erect the rig to lift the pump, and an engineer to operate the valves on the pump. This took eight men for the operation who had to be taken from other work, whereas one man assisted by a laborer could have accomplished the entire job.

Certain painters' unions do not permit their men to use a brush wider than 4½ inches for oil paints, although for certain classes of work a wider brush is more economical. Painters' unions refuse to allow their men to work on a job where a spraying machine is used. The claim is made, with little foundation, the engineers find, that this is unhealthful. Plumbers and steam-fitters prohibit the use of bicycles and vehicles of all sorts, charging up the walking time to the customer.

A part of this enormity of willful waste is also chargeable to owners and management. In the building trades, for example, widespread collusions between employers and labor have been unearthed and conspiracies to maintain high prices have greatly restricted production.

The engineers go into the problem of unemployment. They find that a million men are always unemployed in America in the most prosperous time. They find cyclical depressions occurring about a decade or less apart, with their wastage of productive capacity. They

[1] Waste in Industry. By the Committee on the Elimination of Waste in Industry of the Federated American Engineering Societies. Published by the Federated American Engineering Societies, Washington, D. C.

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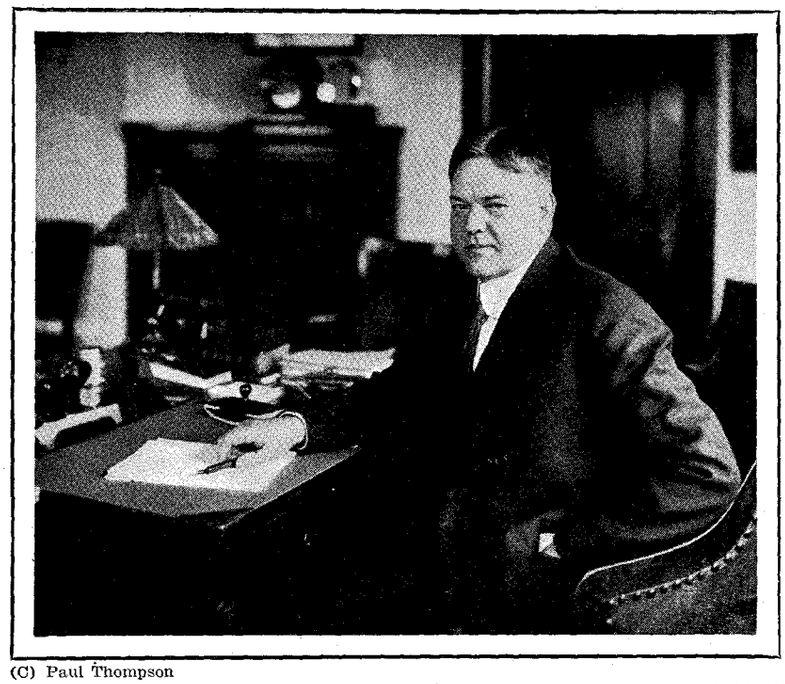

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"WE HAPPEN TO HAVE IN PUBLIC LIFE AT THIS PERIOD A VERY GREAT ENGINEERING MIND, THAT OF HERBERT HOOVER, SECRETARY OF COMMERCE IN PRESIDENT HARDING'S CABINET"

find, of course, much intermittent unemployment in the seasonal trades. They estimate the losses from unemployment due to labor disturbances as less than popularly supposed, inasmuch as more than one-half the employees thrown out of work thereby are in highly irregular and seasonal occupations where the loss can be made up easily through a somewhat lengthened production during the working period which follows the strike. Nevertheless unemployment in the aggregate is the most disquieting phenomenon in our industrial life, the most prolific source of social unrest, the problem most needing to be grappled with by the wise men in industry as well as the wise men in government.

There should be set up a National watch-tower, either of real industrial experts within the Government or of similar experts co-operating within private industry, or both, to catch the first signs of too great industrial extension, of falling demand, of approaching economic disaster. The Federal Reserve Board has facilities for doing this in a measure, but its reaction was too slow in 1920, when the present great depression appeared upon the distant horizon.

The waste of ill health in industry is discussed in terms of loss in production. There is no more depressing phase of waste than this in the mills and factories of the United States. It is particularly depressing because, although the great extent of illness loss to workers and to production is well known, very little has been done to check it. In this field intelligent and co-operative effort between employer and employee is absolutely essential; and there is still far too much hostility between the worker and his employer in America to insure effective collective action in illness prevention; there is still far too much individualism in the American philosophy about such matters to insure practical consideration of the problem. The medical profession is actively hostile to the collective working out of plans for the reduction of illness loss in industry, and most owners and managers still look upon all genuine methods of relief as an added burden upon business. And this in spite of the fact that the lessening of illness loss and the strengthening of the health of the workers results directly in increased quality and quantity of production, much more than sufficient to pay the costs, and bringing effects in the direction of more human relations between employer and employee which pass all computation.

This engineering survey computes that the enormous present loss from illness in industry could be materially reduced by co-operative effort and leave an economic balance in the working population alone over and above the cost of prevention of at least a billion dollars a year in America. The engineers also believe that a vast saving could be made through better control of industrial accidents than we seem yet to be capable of.

The remedy seems chiefly to be the employment of more brains and humanity on the part of American management. Labor organizations, now somewhat in the slough of popular disrepute, have an opportunity to draft for themselves a new bill of rights and responsibilities. The owners of industry through the banking function should insist upon the better stabilization of production. The Government has a duty to perform in providing some statistical and scientific center of expert vision which shall be the protecting eyes and ears of advancing industry. A body of principles for the adjustment of labor disputes must be built up soon out of human sympathy and human experience. There must be an aggressive, continuous National public health policy and the breaking down of the philosophy of narrow and destructive individualism in this field.

And a final word for the engineers. They are in a position to render disinterested expert service for the Government, for the trade unions, for the employers' associations. They have an open and detached point of view. They are the party of the third part among conflicting economic groups. They have an intimate and peculiar understanding of intricate industrial problems. They line up with the facts. They are not swayed by the prejudices. They can be used far more than they are now used to mark out a path for the elimination of vast human and economic waste in the industrial life of America.

THE NEW BOOKS

BIOGRAPHY

LETTERS AND JOURNALS OF THOMAS WENTWORTH HIGGINSON. 1846–1906. Edited by Mary Thatcher Higginson. Illustrated. Houghton Mifflin Company, Boston. $4.

The interest in these letters and journals is more historical and less literary than we had anticipated. They will be read chiefly by two classes. Those who have lived through this period, 1846–1906, will be glad to have their faded memories of persons and events refreshed and vivified. Those who are studying or reading that critical period in American history will find significant incidents described which give the atmosphere of the times as the greater events do not. There are some admirable thumb-nail sketches of men whom America will not readily forget and vivid pictures of a class of radical reformers, the stormy petrels of their epoch. Colonel Higginson was a radical abolitionist; he admired William Lloyd Garrison, whom he describes as "the only solid moral reality I have ever seen incarnate;" he thought Henry Ward Beecher "far less impressive intellectually than Mr. [Theodore] Parker, with whom we naturally compare him," and he apparently never met or much considered such anti-slavery leaders, not abolitionists, as Seward and Chase.

VICTOR HUGO. By Madame Duclaux. Henry Holt & Co., New York. $3.

A fascinating story. It contains all the elements of a modern melodrama. The hero passed through the experiences of poverty, competence, poverty again, and ended a "multi-millionaire in francs;" he was at first an enthusiastic monarchist and later an enthusiastic radical; he was the idol of the people, but fled from France for his life and remained in self-exile until the death of Napoleon III; he was a poetical believer in God, but in his will wrote, "I refuse the service of all churches;" he was a moral reformer but could not reform himself, a humanitarian but so supreme

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an egoist that he was called a Hugoist and the name stuck; in song and story he idealized love and he loved children and children and women worshiped him: it is stated that both his wife and his mistress adored him and were not in actually hostile relations to each other. "Madame Duclaux, English by birth and French by long association," comprehends the French point of view but holds by the Anglo-Saxon standards.

ESSAYS AND CRITICISM

LATEST THING (THE), AND OTHER THINGS. By Alexander Black. Harper & Brothers, New York. $2.

Always readable and sometimes epigrammatic, these essays may well be characterized as "up to the minute." They deal with literary, social, and artistic themes, and bring in many famous persons whom the author has met during his career as a newspaper man.

POETRY

FLAME AND SHADOW. By Sara Teasdale. The Macmillan Company, New York. $1.75.

The art of Sara Teasdale, running always through narrow channels, is yet sufficiently instinct with the overtones of beauty to give it an authentic place in contemporary poetic achievement. There are times when she is consciously poignant, the reader senses the deliberate attempt on her part to create a desired effect, but at the same time realization of her clever technique and the fact that she does circumscribe the effect cannot but cause admiration. She is a clearly defined type, a leader of that class of lyricists who write the short, nearly always wistful, bubble-like songs. In "Flame and Shadow" there is no deepening of impulses, but a collection of finely wrought lyrics that exhibit no slackening of ability. How well, for instance, the mood is held here:

THE BROKEN FIELD

My soul is a dark ploughed field
In the cold rain;
My soul is a broken field
Ploughed by pain.

Where grass and bending flowers
Were growing,
The field lies broken now
For another sowing.

Great Sower, when you tread
My field again,
Scatter the furrows there
With better grain.

It is the sort of work that is very bad, banal, and sentimental unless it is superlatively done, and it is saying much for Miss Teasdale to observe that her successes are far more than her failures.

LIFTED CUP (THE). By Jessie B. Rittenhouse. Houghton Mifflin Company, Boston. $1.25.

The poignant note that Miss Rittenhouse manifested in "The Door of Dreams" has hardly deepened in this second book of original verse, but it is as captivating as ever. The fact that the shadow of Sara Teasdale obtrudes across "The Lifted Cup" does not make the poems any the less pleasing to read. Deftly and simply the poet fashions her tiny cameos of lyricism, turning out such attractive bits of music as this:

THE WALL

Now we two are heart to heart,
O most dear of all,
Who were held so long apart
By the sundering wall.

But so suddenly it fell,
At the final touch,
We are dazed and cannot tell
If we hope too much.

We would wait to know the sum
Of our joy and pain—
But what if shadow hands should come
And build the wall again?

SCIENCE

EVOLUTION OF MODERN MEDICINE (THE). By Sir William Osler, Bart., M.D., F.R.S. The Yale University Press, New Haven, Conn. $3.

The large type and abundant and attractive illustration of this volume will make it a delight to the physician who is fortunate enough to have it by him for leisurely reading. Nor will it prove less entertaining to the non-professional reader, for Sir William Osler's literary style is notably agreeable and free from dry-as-dust methods. His theme carries him from the beginnings of medicine among primitive men to the latest advances of medical science.

RELIGION AND PHILOSOPHY

LIFE OF CHRIST (THE). By the Rev. R. J. Campbell, D.D. D. Appleton & Co., New York. $3.

This is not truly a life of Christ. It assumes that the reader is familiar with that life as it is told in the Four Gospels. In so far as it retells that story it does so for the purpose of discussing the critical and theological problems which that story has awakened in modern minds. These the author discusses in an uncontroversial spirit. He shows intellectual sympathy with the perplexed reader and treats the objections of the skeptic with respect, but generally, if not invariably, reaches the conclusions of the modern liberal Christian believer. There is little in the book which is new to the scholar, but it will be helpful and at times illuminating to the general reader.

TOWARD THE UNDERSTANDING OF JESUS. By Vladimir G. Simkhovitch. The Macmillan Company, New York. $1.75.

Of the three essays in this volume the first is much the most important. It describes clearly the historical conditions in Palestine at the time of Christ's life, makes it clear that only by accepting the Roman rule, entering with good will the Roman Empire, and pervading it with a new and divine spirit could Israel be saved from the destruction to which it was fanatically rushing in spite of warning. It makes measurably clear the misunderstood passages often quoted in support of a universal principle of non-resistance.

MISCELLANEOUS

FROM PRIVATE TO FIELD-MARSHAL. By Sir William Robertson, Bart. Illustrated. Houghton Mifflin Company, Boston. $5.

Sir William Robertson's career has been a striking one. His rise from poor boy to field marshal through all the ranks of the service makes an interesting story. But the book's value is quite as much as an authoritative contribution to the definitive history of the British operations in the war.

WHILE I REMEMBER. By Stephen McKenna. The George H. Doran Company, New York. $3.50.

Mr. McKenna has the idea that a man should write impressions of his times when he is about thirty in order that the freshness of those impressions might not fade away. We might wish that the book had more of the objective record of things seen and observed and less of the writer's subjective relations to theories and philosophical ideals. In short, the book is a bit too serious and a bit too philosophical to get a strong hold on most readers.

BOOKS RECEIVED

FICTION

BAND WAGON (THE). By Franklin F. Ellsworth. Dorrance & Co., Philadelphia. $1.90.

MESSER MARCO POLO. By Donn Byrne. Illustrated. The Century Company, New York. $1.25.

OFF-ISLANDER (AN). By Florence Mary Bennett. Illustrated. The Stratford Company, Boston. $2.

ROSALEEN AMONG THE ARTISTS. By Elisabeth Sanxay Holding. The George H. Doran Company, New York. $1.90.

ROUMANIAN STORIES. Translated by Lucy Byng. The John Lane Company, New York. $1.50.

SINBAD AND HIS FRIENDS. By Simeon Strunsky. Henry Holt & Co., New York. $1.75.

STASH OF THE MARSH COUNTRY. By Harold Waldo. The George H. Doran Company, New York.

BIOGRAPHY

LIFE OF FLORENCE L. BARCLAY (THE). By One of Her Daughters. Illustrated. G. P. Putnam's Sons, New York. $3.

WHY LINCOLN LAUGHED. By Russell H. Conwell. Harper & Brothers, New York. $1.50.

HISTORY AND POLITICAL ECONOMY

ADMINISTRATION OF IRELAND, 1920 (THE). By "I. O." E. P. Dutton & Co., New York. $10.

CONDUCT OF AMERICAN FOREIGN RELATIONS (THE). By John Mabry Mathews. The Century Company, New York. $3.

PANAMA PAST AND PRESENT. By A. Hyatt Verrill. Illustrated. Dodd, Mead & Co., New York. $2.

STRUGGLE FOR POWER IN EUROPE, 1917–1921 (THE). By Dr. L. Haden Guest. The George H. Doran Company, New York. $4.50.

WORLD HISTORY. By Hutton Webster. D. C. Heath & Co., Boston.

RELIGION AND PHILOSOPHY

BIBLE AND SPADE. By John P. Peters, Ph.D., Sc.D., D.D. Charles Scribner's Sons, New York. $1.75.

NON-SENSE OF CHRISTIAN SCIENCE (THE). By Albert Clark Wyckoff. The Fleming H. Revell Company, New York. $1.75.

SPIRITISM AND THE CULT OF THE DEAD IN ANTIQUITY. By Lewis Bayles Paton, Ph.D., D.D. The Macmillan Company, New York. $3.50.

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ELECTRONIC REPRODUCTION PROHIBITED

"THE BEST ADVERTISEMENT"

HERE are the prize-winning letters in the fifth of The Outlook's prize contests, which closed January 23, 1922. Contestants were asked to state what they considered the best advertisement in The Outlook in 1921 and why. Public interest in this contest has been so marked that there will be a similar contest at the end of this year, based on the best advertisement appearing in The Outlook during 1922.

FIRST PRIZE

WHEN JOHNNY FELL IN

IN my judgment, the best advertisement appearing in The Outlook during 1921 is to be found in the issue under date of February 9, page 204—"When Johnny Fell in—" In support of my assertion I give the following reasons:

It attracts attention. The May morning urchin holds the attention of the whole family. It is out of the ordinary, and yet is not freakish. The word "Free," which is to be found in many an advertisement, is too common. The reader seeks the hook, and will not bite. He passes it up with the thought, "It is not free; there is nothing free in advertisements."

"When Johnny Fell in—" appeals to our sense of humor. Every salesman knows the value of jollying his prospective customer. It requires much tact, but it is effective and few sales are made without it. The late H. J. Heinz knew the value of this. You never left his great plant without feeling in a good humor. Those who have had more than one Johnny in the family smile at the innocent predicament into which this young pair were brought by Johnny's accident.

This advertisement excites our curiosity. It did mine. An advertisement must not only attract attention, but it must hold it. It must hold it long enough for the reader to take the next step, or the advertisement fails of reaching its end.

This advertisement appeals to our emotions. Study the methods of those who are expert life insurance agents. See what a keen sense they have of the emotional part of the business. It brings results. It must not be overdone. This picture does not overdo it.

The other night we sat for two hours listening to Harry Lauder. When he sang "When I Was Twenty-one," many an old man sat with glistening eyes as he recalled those glorious days of young manhood in its first reaching out for a mate. They laughed through tears. It bound them to Harry because he aroused in them a thousand pleasant memories of other years. The wet duds, the helpless Johnny, the soaked floor, the distracted young mother, and the nonplused young husband all appeal to one's happiest emotions.

This advertisement excites one to action. It appeals to one's better judgment. The great steps in effective advertising are: Secure attention and hold it; appeal to one's emotions and control them; appeal to one's sense of humor and better judgment; and give information and inspiration which will ultimately bring action.

Many an advertisement fails to bring results comparable to the investment made because of its being too local. It is estimated that millions of dollars are annually wasted because of such advertising. The accident described in the advertisement may happen any place in the United States, and the remedy suggested may be secured anywhere in our country.

"When Johnny Fell in—" brings results for the reasons mentioned above. The commodity advertised is briefly, vividly, attractively, and honestly described, and the result is the next time you go to town you want to see and buy Valspar. WILLIAM HARRIS GUYER.

Findlay, Ohio.

The advertisement that inspired Dr. Guyer's winning letter

SECOND PRIZE

A PLAIN YOUNG WOMAN AND A GROUCHY INVALID

SITUATION WANTED! A plain young woman wants to take care of a grouchy invalid.

THIS is the *pièce de résistance!*

It appeals to me because it expresses, not only a desire for work, but capability, sincerity, modesty, a sense of humor, and, above all, truthfulness.

It is deplorable, how many advertisements lack this virtue.

They clamor loudly they can do what any one with common sense knows is impossible.

The young housewife, whose every penny counts, is frequently misled. The young man is deluded into thinking he can become rich overnight. The old lady is really convinced her cheeks can be made round and rosy like the girl of sixteen. The old gentleman, likewise, takes his share of the hoodwink.

This advertiser does not make any rash promises and seems to anticipate but a fair return. Bless her heart! She is a nurse who styles herself "plain." Does she mean plain looking, plain spoken, or plain honest? I think she is all of these. She looks plainly at the situation, knows the invalid must, at times, be ill-tempered, says so plainly and honestly, suggests to the invalid not to expect too much.

I shall now take a ride in the park, and on my return will continue my impressions.

Home again! . . . What a glorious day for the new year's beginning! Bright and clear and snappy, and everywhere people look keen and snug and happy. Boys, with their skates slung across their shoulders, scarcely able to wait to reach the pond. Young girls, rosy, vivacious, so attractive on their frisky mounts. Children being photographed

From London came a letter, based on the above copy, and captured a third prize

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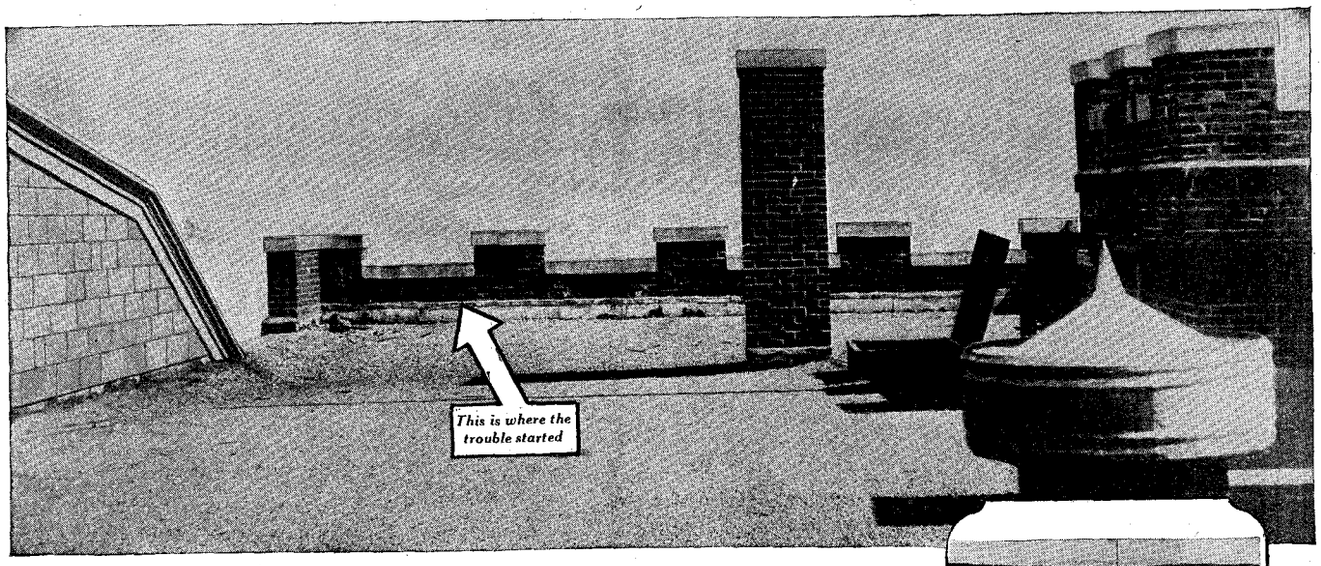


Don't Blame the Roof when Flashings Go Wrong!

Many a good roof is held responsible for leaks that are caused by faulty flashings.

An interesting case of such misplaced blame is that of the Barrett Specification Roof on the State Armory at St. Johnsbury, Vermont, laid in 1916.

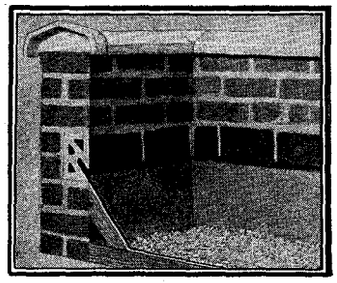
Some months ago, when the architect's plans for a new armory at Newport, Vermont, were submitted to the Adjutant General of the State, he refused to approve them because they called for a Barrett Specification Roof. In explanation of his refusal, he stated that the Barrett Specification Roof on the St. Johnsbury Armory had been leaking badly for several months.

The architect immediately investigated the trouble at St. Johnsbury. What he found there is shown by the illustrations. The roof itself was in perfect condition.

But the flashings, which were the usual metal type, were in sorry shape. All but two joints of the base-flashings had pulled apart and the counter-flashings in many places had broken away from the wall.

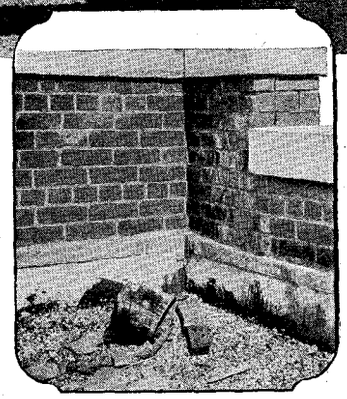
The settling of the building, and contraction and expansion due to changing temperatures, had made the flashings absolutely worthless. No wonder the "roof" leaked!

When these facts and the photographs were brought to his attention, the Adjutant General promptly approved a Barrett Specification Roof for the new Armory at Newport, Vt., but insisted that Barrett Flashings be used instead of metal.



The new Barrett Flashings. Note how slot in flashing-block takes care of expansion and contraction.

For permanent flat-roof buildings Barrett Specification Roofs are the choice of leading architects and engineers. This popularity is due to an enviable record for durability and economy. There are many roofs of this type that have been in service forty years or more and are still in good condition.



Close-up showing condition of metal flashings on St. Johnsbury Armory. No wonder the "roof" leaked!

Barrett Specification Roofs are moderate in first cost and are guaranteed *by a Surety Company Bond*, against all roof repair expense,—Type "AA" for 20 years; Type "A" for 10 years.

No more flashing troubles!

The new Barrett Flashings definitely solve the problem of permanent waterproof flashing construction. They are fully described in the Barrett Flashing Handbook and Flashing Service Sheets, copies of which will be sent to architects, engineers and contractors requesting same on business letterhead. Please address our nearest office.

The Barrett Company

New York	Chicago	Philadelphia	Boston	St. Louis
Cleveland	Cincinnati	Pittsburgh	Detroit	New Orleans
Birmingham	Kansas City	Minneapolis	Dallas	Syracuse
Peoria	Atlanta	Duluth	Salt Lake City	Bangor
Washington	Johnstown	Lebanon	Youngstown	Milwaukee
Toledo	Columbus	Richmond	Latrobe	Bethlehem
Elizabeth	Buffalo	Baltimore	Omaha	Houston
Denver				Jacksonville

THE BARRETT COMPANY, Limited: Montreal Toronto
Winnipeg Vancouver St. John, N. B. Halifax, N. S.

Barrett Specification Roofs Bonded for 20 and 10 Years

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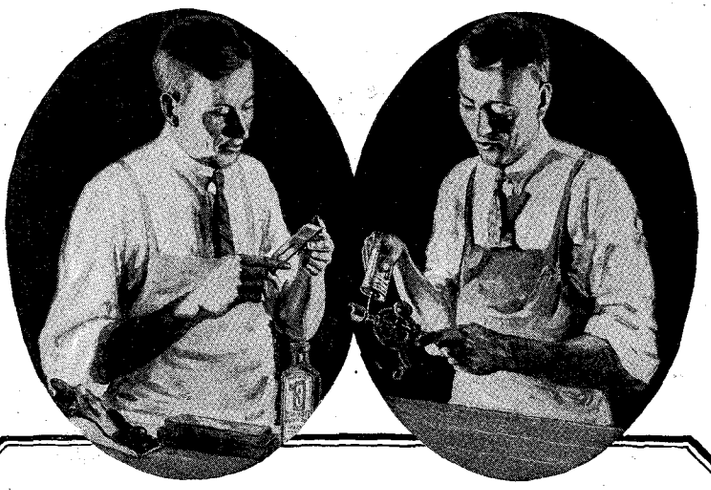

Keeps Tools Like New

How you admire a shining new tool—clean, keen and smooth working! How you love to finger the polished steel, and feel the keen edge, or, if it's automatic, to work the ingenious mechanism!

3-in-One *The Universal High Quality Oil*

keeps tools like new. Rubbed on the metal parts, it forms a protective film that defies moisture, preventing unsightly, destructive rust.

On the wooden parts, 3-in-One cleans off all grease and grime, preserving the wood and giving long life.

As a tool lubricant, 3-in-One goes to the very heart of the mechanism, works out caked grease and dirt, and stays in the bearing to reduce friction and make the work easier.

And on oil stones! My, how quickly 3-in-One produces a perfect cutting edge, keen and smooth.

3-in-One is such a wonder for tools because it's all pure oil—no grit, no grease, no acid. Nothing to injure—everything to keep tools looking and working like new.

3-in-One is sold at all good stores in 1-oz., 3-oz. and 8-oz. bottles; also in 3-oz. Handy Oil Cans that won't upset and spill on your work bench. They also fit in your hunting kit or slip into your pocket. Try the Handy Oil Can.

REGISTERED 3 IN ONE TRADE-MARK

FREE. Generous sample and Dictionary of Uses. Write for them on a postal card.

THREE-IN-ONE OIL CO., 165 R Broadway, New York

D2468

WHETHER it's black ink or blue, paste or stamp pad, CARTER PRODUCTS are all made to put things on paper a little *better*. At all stationers.

THE CARTER'S INK COMPANY
Boston Chicago Montreal New York

THE BEST ADVERTISEMENT

(Continued)

by their father. Park guards stamping their feet to keep warm. Red-wreathed motor cars bearing families to dinner. Here is a sparkling, icicle-fringed spring. There a boy urging his dog to chase a squirrel. All indicative of life, and I have caught the spirit.

I have often taken the same ride and returned prostrated from the mere exertion of being carried along. Too exhausted to smile, too spiritually worn to talk. I have wondered why my nurse could not understand my weakness and refrain from asking unnecessary questions. I have been forced to speak curtly, if at all. Weeks of being shut in with the monotonous noises and odors of cooking try the patience of a saint. The invalid becomes unavoidably grouchy; the nurse, full of life, naturally finds this attitude of the invalid hard to bear. The invalid naturally expects the nurse to smile at all times.

There is something fascinating about those words "take care of." It means to cherish, to protect, to keep always in good condition. I believe the advertiser knows how "to take care of" a grouchy invalid by side-stepping her ill temper and avoiding collision.

Entering the great arena of advertising simply clad, the nurse sling-shots that little word "plain" and the "Goliath" of false soliciting receives a fatal blow.

I want the nurse—the nurse wants me—honesty brought it about. Advertising's highest aim is accomplished.

FLORENCE TOURISON REID.

Mount Airy, Philadelphia, Pennsylvania.

THIRD PRIZE[1]

NO BLUDGEONING

I SHALL disappoint you, for I've never been profoundly influenced by an advertisement. An advertisement has never had a lasting effect on my family life, although one nearly did. I once saw an advertisement in an English paper of "honest to goodness" sweet potatoes—unless you've been long an exile you can't realize what pulling force it had. I bought a can, and was sick for three days. For those three days my family suffered from the tyranny of an outraged digestion—the direct result of advertising.

As far as I know, an advertisement has never subtly or extensively educated me; but I've never read a book on etiquette (you advertise them occasionally, don't you?) and I still insist on defying convention in wearing a soft shirt with a dinner jacket.

But I've found many a good book through the advertising pages of The Outlook, and yet it's been the books, not the advertisements, that have had a lasting influence on me. We'll not find our "super ad" among the publishers' announcements; announcements that generally fail to recognize the value of white paper free from crowded type.

[1] It was decided to award two full third prizes.

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One can't blame them for crowding in as many titles as possible when rates are high and interests are catholic. Perhaps it's good business, but it puts them off side in your contest.

Now I live in a country (otherwise hospitable, except that people will persist in arching their eyebrows when I ask for a glass of water at breakfast) where the income tax is six shillings in the pound, and where those that collect the tax—I can't find out if they have to pay themselves—are giants of efficiency compared even with the most zealous agents of the Inquisition, and they didn't miss much! Small wonder, then, that your advertisements of stocks and bonds, of investment and trust companies, get but the most cursory of glances. And yet it's for one of these I cast my vote.

On the first page of the Financial Section in your issue of December 14 is the advertisement. Never mind yet what it's about. A few lines of italic in the upper left corner catch the eye. Why? You know why or you'd never have told me to put my name and address in the upper left corner of this letter.

Next comes the picture. It never hung in the Academy, and never will, but it holds you. And now you're "in," for you've read "When Wills Were Signed With Quills," and you'll go on and read. What a phrase that is! No need to enlarge on years of successful business; no need to boast of unimpeachable integrity; of a courteous service and a well-satisfied clientele. The picture and that phrase have already told you that—that and more. Here is no bludgeoning, no clutching at the sleeve to demand attention. Here will one find dignity, courtesy, and intelligent service. Some day I shall go and find out if I am right.

ROBERT D. MORSS.

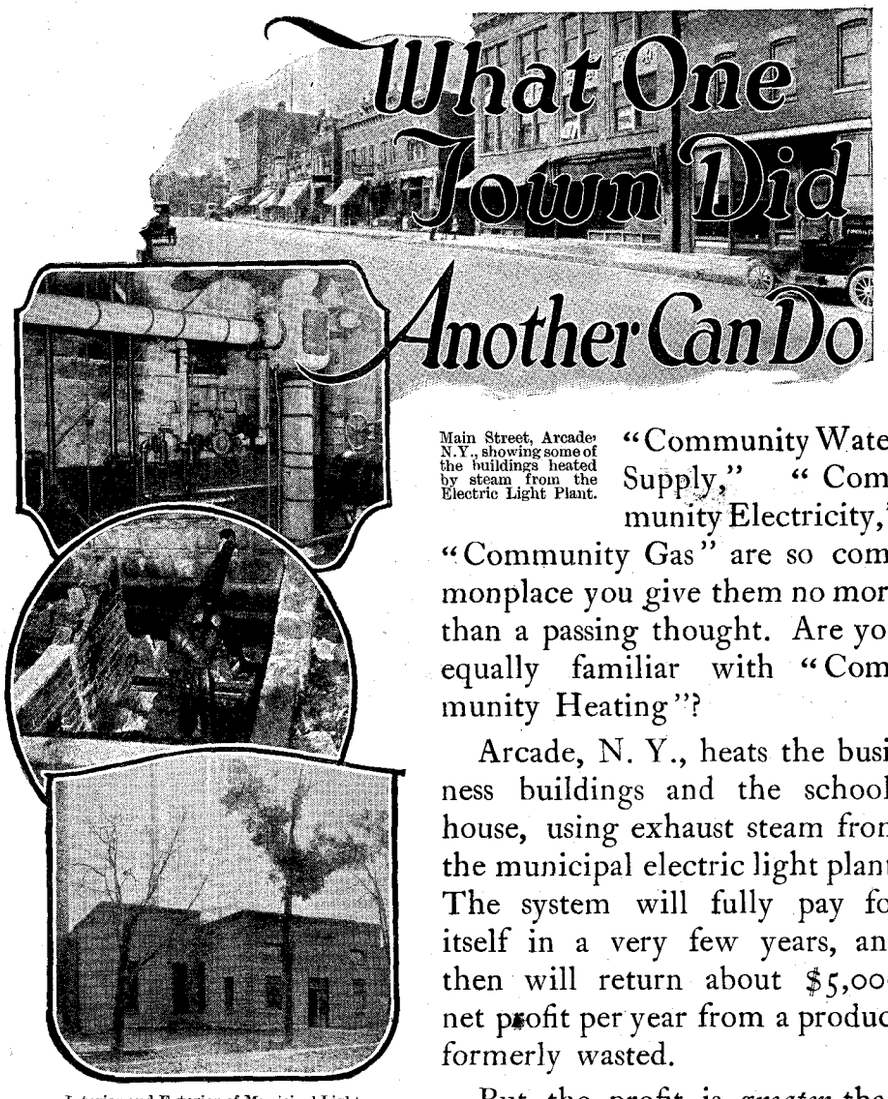
London, England.

THIRD PRIZE

HOW I BECAME A BOND OWNER

"FORTY Years Without Loss to Any Investor." That is a striking statement in these days of press reports of financial failures and consequent investment losses. But in clear bold-faced type in The Outlook of December 28 S. W. Straus & Co. make that statement the caption of their advertisement of investment bonds. The caption literally hooked into my consciousness. It compelled a reading of what followed. The effect was to make me want to know more about their plan, so I sent for Booklet A–1205, mentioned in the advertisement.

When one is turning through the advertising pages of a magazine, somewhat listlessly perhaps, just glancing at the pictures and at whatever catches the eye, an advertisement that can jerk one up short has merit. But when in addition it makes you want to do what it says to do, and makes you want to do



Main Street, Arcade, N.Y., showing some of the buildings heated by steam from the Electric Light Plant.

Interior and Exterior of Municipal Light and Heat Plant, Arcade, N. Y.

Circular insert shows main leaving Light and Heat Plant for School Buildings, across the street.

"Community Water Supply," "Community Electricity," "Community Gas" are so commonplace you give them no more than a passing thought. Are you equally familiar with "Community Heating"?

Arcade, N. Y., heats the business buildings and the schoolhouse, using exhaust steam from the municipal electric light plant. The system will fully pay for itself in a very few years, and then will return about $5,000 net profit per year from a product formerly wasted.

But the profit is *greater* than this! There are reduced insurance rates, lessened fire risk, freedom from furnace-tending, no coal-deliveries or ash collections.

For 40 years we have been installing "Community Heating" Systems for Industrial Plants, Institutions, groups of residences, etc., distributing steam through mains like water, gas, electricity; paid for similarly by meter.

Write for complete data regarding cost, operation and profits. *Is there exhaust steam being wasted by any plant in your neighborhood?*

Ask for Bulletin No. 20-O on "Adsco Community Heating." Bulletin No. 158-O describes "Adsco Heating" for individual buildings. Name of your architect appreciated.

AMERICAN DISTRICT STEAM COMPANY
GENERAL OFFICES AND WORKS
NORTH TONAWANDA, N.Y.
BRANCHES:
30 Church St. New York
First National Bank Bldg. Chicago
Hoge Bldg. Seattle

ADSCO HEATING

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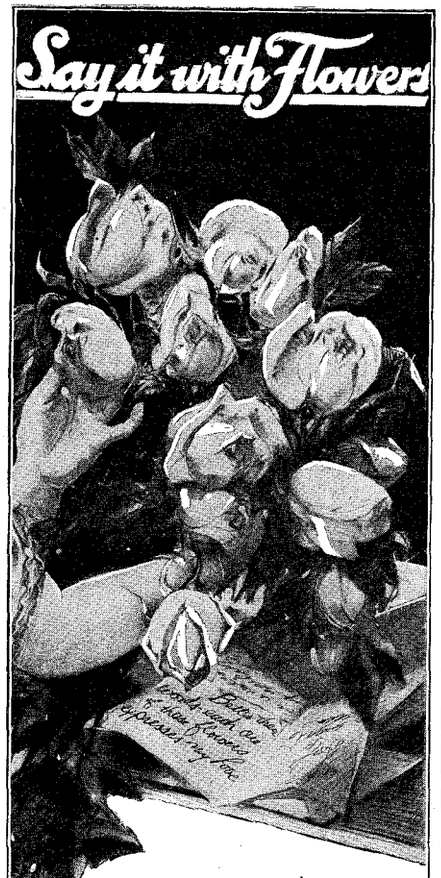


Why grope for words?

Flowers can so truthfully and beautifully express you.

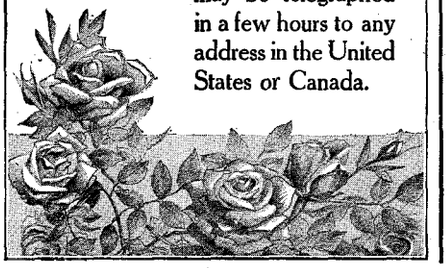
CONGRATULATIONS in cold words lack warmth. Send flowers.

"Happy returns of the day" means little, alone, for birthdays. Send flowers.

Wedding and other anniversaries are so beautifully commemorated with a gift of flowers.

Flowers never oversay, never undersay, never are in poor taste. Just ask your florist.

Remember that with the Florists' Telegraph Delivery Service flowers may be telegraphed in a few hours to any address in the United States or Canada.

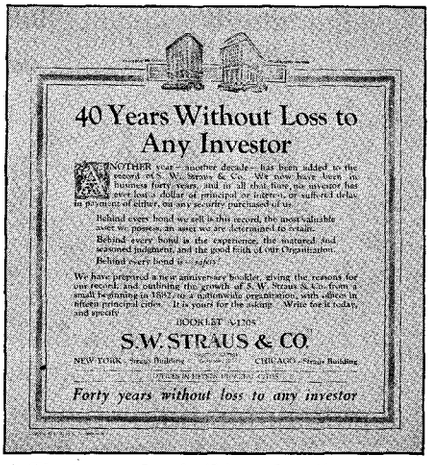


THE BEST ADVERTISEMENT
(*Continued*)

it so badly that you get out your stationery and fountain pen and write a note of request, such an advertisement has pulling power.

But what has the advertisement resulted in meaning to me? In the first place, there has been an educational value to my inquiry into the information sent me of which I am quite conscious. For instance, I am informed there is a difference between an investment and a business venture. I should have arrived at that conclusion by experience. I had not done so. I had continued to regard certain stock I had bought to be an investment. The fallacy is shattered by the explanatory statements in the booklet sent me.

Then there is the idea of a goal. "Lack of a definite objective in life is probably the most frequent cause for failure," says the Straus booklet. I have long believed in that as a sound



The appeal of this advertisement helped to split our third prize

principle underlying the vocational and spiritual aspirations of my life, but had not applied it to my savings. I asked myself the question, "Why should the economic in my life be left to chance?" And then I read, "Decide on saving and safely investing a specific amount each month." I made the decision. And as I studied the ten points of the Straus plan for issuing and safeguarding first-mortgage bonds I further decided to avail myself of their experience. I followed the decision by making the initial savings investment toward a first-mortgage bond.

This advertisement of S. W. Straus & Co. is, in my opinion, the best printed in The Outlook in 1921 because it has started me on a course that may make all the difference between a life of independence and one of dependence, and of consequent unhappiness, in old age. I could not be happy to be dependent. My business ventures might turn out badly, as have many before mine. As a result of this advertisement, I have started the year 1922 with a larger outlook on life because better safeguarded in its economic aspects through acting on The Outlook's best advertisement printed in 1921.

MRS. CORA P. RICHARDSON.

Evanston, Illinois.

GIVE THEM

Baker's Cocoa

TO DRINK

The almost unceasing activity with which children work off their surplus energy makes good and nutritious food a continual necessity. Of all the food drinks Baker's Cocoa is the most perfect, supplying as it does much valuable material for the upbuilding of their growing bodies. Just as good for older people. It is delicious, too, of fine flavor and aroma.

REG. U.S. PAT. OFF.

MADE ONLY BY

Walter Baker & Co. Ltd.

Established 1780

DORCHESTER, MASS.

Booklet of Choice Recipes sent free.

Vapo Cresolene Est. 1879

The Vapor Treatment for Coughs and Colds

The time for Vapo-Cresolene is at the **first** indication of a **cold** or **sore throat,** which are so often the warnings of dangerous complications.

Simple to use; you just light the little lamp that vaporizes the Cresolene and place it near the bed at night.

The soothing antiseptic vapor is breathed all night, **making breathing easy,** relieving the cough and easing the sore throat and congested chest.

Cresolene is recommended for **Whooping Cough, Spasmodic Croup, Influenza, Bronchitis, Coughs and Nasal Catarrh.** Its germicidal qualities make it a reliable protection when these diseases are epidemic. It gives great relief in **Asthma.**

Cresolene has been recommended and used for the past 42 years. The benefit derived from it is unquestionable.

Sold by druggists. Send for descriptive booklet 31. The VAPO-CRESOLENE CO., 62 Cortlandt St., New York, or Leming-Miles Bldg., Montreal, Canada.

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BY THE WAY

Books that attempt to analyze and explain wit and humor are usually accounted pretty dull; but a chapter on the Technique of Wit in a new book entitled "Fundamental Conceptions of Psychoanalysis" keenly interests the reader both by its comments and its examples. Under the head of *automatism* the author says:

> By this mechanism a person falls into a certain trend of thought, gets accustomed to it and follows it automatically, regardless of whether it has logic or not. Examples:
>
> A dentist had to crawl under his auto in order to make some adjustment in the machinery. Applying the monkey wrench to it he said soothingly: "Now this is going to hurt just a little."
>
> The father of the bride, an undertaker, was busily engaged in getting everything ready for the departure of the newlyweds for their honeymoon. At last all the baggage was in the car, and after taking affectionate leave of his son-in-law and daughter he slammed the door of the car and cried to the driver, "Cypress Hills" (one of our great cemeteries).

Illustrating the form of wit called *ellipsis* we find this paragraph:

> The question is asked, "Do you think ignorance is bliss?" And the answer is, "Well, you seem to be happy!" As is seen, at least one thought is left out between the question and the answer.

This is listed under "the mechanism of outdoing:"

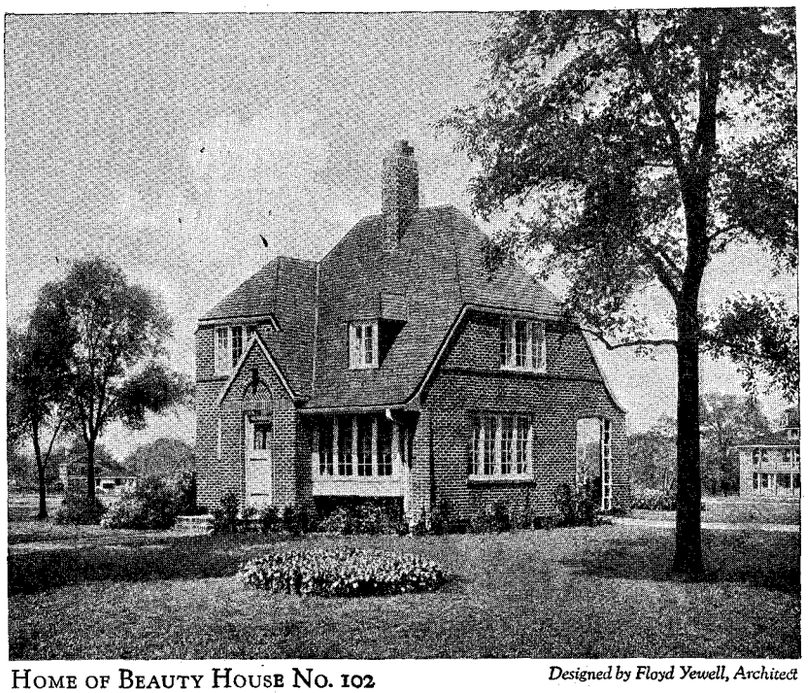
> A Jew and a Greek are in a café. Says the Greek: "You know, Jacob, the old Greeks were the most wonderful people that ever lived. They knew everything. Just recently they were digging around the Acropolis in Athens and they found wires, which shows that the old Greeks used telegraphy." Then the Jew: "That's alright, but I tell you the Jews were the most wonderful people. They recently dug around the walls of Jerusalem and did not find anything, which shows that the old Jews used wireless telegraphy!"

An appreciative valentine for the doctor is published in the "Journal" of the American Medical Association, and some of our readers may like to clip it and hold it for sending next year to a good doctor:

> Dear doctor, you're my valentine:
> For you alone I daily pine,
> You come to me whene'er I call,
> You calm then each internal squall,
> You hold my hand, you read my eyes,
> You scan my face without surprise,
> And when my heart beats, can't you see,
> It beats, dear doctor, just for thee!

A contributor to the "Atlantic," talking of books and reading, says that among a multitude of books that he has read and liked there are only three that he has read more than once—"Vanity Fair," "Treasure Island," and Boswell's "Life of Johnson." Any one of a book-

(*Continued on page 404*)



HOME OF BEAUTY HOUSE NO. 102 — *Designed by Floyd Yewell, Architect*

This illustration shows Home of Beauty No. 102, built by Mr. J. C. Breckon at Denver, Colorado. Mr. Breckon says: "The house has caused much favorable comment. I consider it an extremely artistic little house." The interior is just as distinctive as the exterior.

Substantial Homes

MORE and more home-builders are coming to realize that the Face Brick home gives them the utmost of utility, strength and beauty, at the greatest ultimate economy.

Whether your home is to be large or small you will be interested in the many advantages Face Brick offers you.

Face Brick, with its wide range of color tones and textures, has almost limitless artistic possibilities. Through durability and fire-safety, and by reducing repairs, depreciation, insurance rates and fuel costs to a minimum, it gives you, in the long run, the cheapest house you can build.

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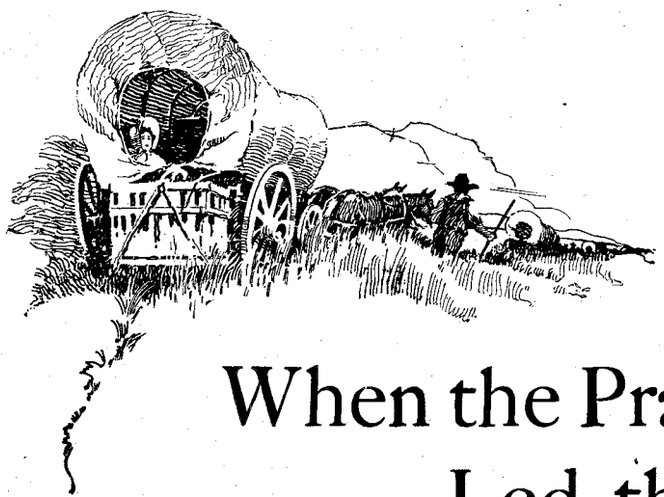
FINANCIAL DEPARTMENT

The Financial Department is prepared to furnish information regarding standard investment securities, but cannot undertake to *advise* the purchase of any specific security. It will give to inquirers facts of record or information resulting from expert investigation, and a nominal charge of one dollar per inquiry will be made for this special service. All letters of inquiry should be addressed to THE OUTLOOK FINANCIAL DEPARTMENT, 381 Fourth Avenue, New York

THE FINANCIAL PROBLEM OF THE BONUS

THERE are many things to be considered in connection with the proposal to pay a bonus to the ex-soldiers who served in the World War.

The question of primary importance in connection with the bonus is how the money needed to pay it can be raised. Every one should remember that the Government itself has no money except the money that the people of the country have in their pockets. Any bonus paid, therefore, will be paid by the people themselves, out of their pockets, and included among the pockets which must be tapped are those belonging to the ex-service men. The amount of money which would be required is variously estimated at from two to five billion dollars. The sum required the first year is said to be $850,000,000. Now, with the bonus left entirely out of consideration, it is figured that by 1923 Federal income will be some $300,000,000 less than Federal expenses. Is it feasible, or at least is it wise, to



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This company, within the scope of a single institution, affords the business executive facilities for the solution of every banking and fiduciary problem.

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increase the country's burdens by approving any scheme to pay a bonus calling for such a vast outlay of money?

People have suggested that the bonus can be taken out of the repayments of the allied loan. At the risk of digressing, let us consider this a moment. In the first place, many people have doubts that this loan will ever be repaid. Without discussing this possibility, it might be well to ask ourselves if it would be good business—from a selfish point of view—to insist upon the repayment of this $10,000,000,000. The interest on this sum at 5 per cent is $500,000,000 a year. This interest would have to be paid in goods, for it is by means of trade that nations pay their debts. Taking gold would only demoralize the European currencies further, and the evil results would react upon us. The exchange rates make it almost impossible for Europe to buy, as it is, and our tariff laws do not help matters. If we want to consider our own interests above everybody else's, therefore, we should ask ourselves if it is wise to try to collect this loan. And if we do collect it, should the first claim on the money come from the ex-soldiers or from the holders of Liberty Bonds?

If the Bonus Bill goes through, taxes will be raised and the cost of living will go up again. Business is not in such prosperous condition to-day that it can stand increased taxes. To quote from a letter of Senator Shields, "the economic and financial condition of the business, industrial, and agricultural and labor interests are demoralized, depressed, and suffering to an extent never before surpassed in the history of our country. Mines, mills, and factories are idle. Millions of acres of grain and cotton plantations go uncultivated and raising of live stock is being abandoned, all because the cost of production is greater than the market value of the products. The farmers of the country are not only unable to meet their obligations . . . but many of them are compelled to borrow money to pay taxes."

In the face of such conditions, should Congress be permitted to impose additional taxes upon an already burdened people? In the depressed condition of business, can our people stand any further increase in their taxes? Can the ex-soldiers themselves stand increased taxes? Secretary Mellon has announced that unless drastic steps are taken $4,000,000,000 a year for the next three years will be required to satisfy the demands of the Federal budget. This means that every man, woman, and child in the United States would have to pay the Government about $40 a year in taxes. The tax for each family would be about $200. Add to this your State and local taxes, and ask yourself if you are in a position to have your taxes increased further. If we would bear constantly in mind that every nickel of Government, State, and city appropriations is paid by us directly or indirectly, more pressure would be brought to bear upon those who are in charge of Governmental expenditures to spend our money wisely and for necessary things.

Before the war our National debt was

"They say that—"

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FIRST MORTGAGE INVESTMENTS

WASHINGTON, D. C.

FINANCIAL DEPARTMENT

(*Continued*)

in the neighborhood of one billion dollars. Now it is more than twenty-three times that amount. Is any one class of our people, for its own questionable benefit, justified in asking us to increase it further? Our debts must surely be paid some time, and if more attention were given to paying them and less to adding to them we should all be better off, the ex-service men included, to whom the payment of a bonus in cash installments, to quote Senator Shields again, "according to common experience, will be of meager benefit."

Even the members of Congress who are urging the passage of the bill most strenuously cannot agree upon any method of providing the funds; the Secretary of the Treasury has expressed himself as against it; and President Harding has stated on several occasions his belief that the measures proposed for providing the means of payment would work serious harm to the industrial, economic, and social life of the Nation. He, along with all the thinking men of the country, wishes it might be dropped, at least under the conditions obtaining at present.

QUESTIONS AND ANSWERS

Q. Please tell me something about the Bush Terminal Buildings Company 7 per cent cumulative preferred stock. Is it a guaranteed issue? How have earnings compared with dividend requirements? Is it callable, and what is the yield at present quotations?

A. This stock has a prior claim on assets consisting of New York City real estate with an assessed valuation of over $40,000,000. Preceding this stock are underlying bonds amounting to about $20,000,000, leaving an equity of about $20,000,000 for $5,000,000 of 7 per cent preferred stock guaranteed dividends and principal by the Bush Terminal Company. Surplus earnings for the past seven years have equaled annually about five times dividend requirements on this stock, which is callable only at $120 a share. It is selling at present to yield approximately 7¾ per cent.

Q. Please inform me what dividends the Pennsylvania Railroad pays on its stock; also the high and low quotations for the stock in 1921.

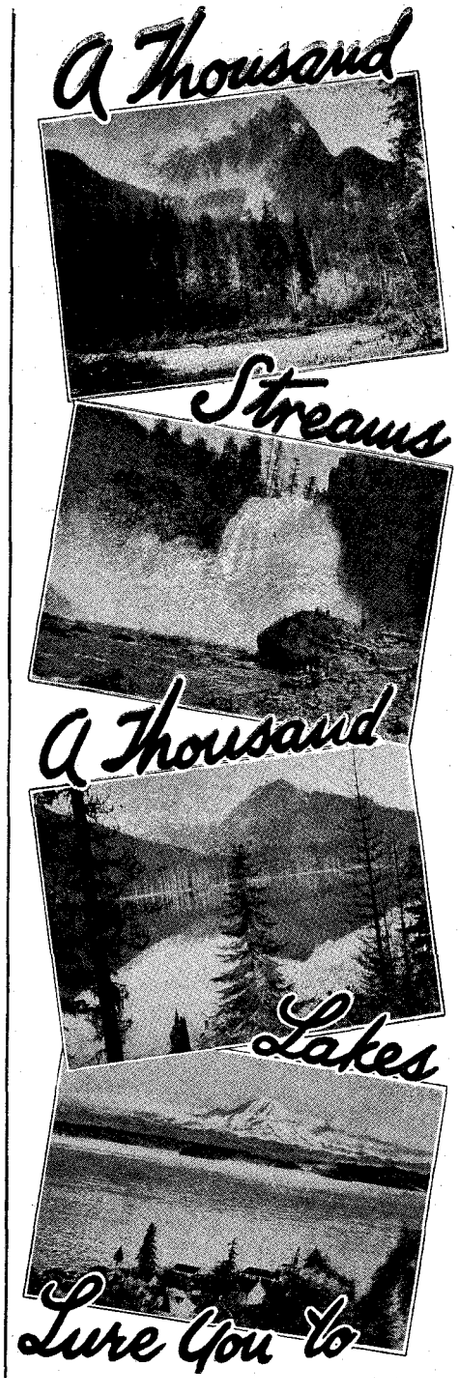
A. Pennsylvania pays dividends at the rate of 4 per cent a year. This amounts to $2 a share, as the stock has a par value of $50. The high price this year was 41¾ and the low 32¼.

FROM THE MAIL BAG

THE OUTLOOK AND THE FARM

PERMIT me to express my appreciation of your treatment of agricultural problems in recent issues of The Outlook. It seems to me that your attitude has been generous; at the same time, the fact that the editorial correspondence of Mr. Ernest Abbott concerning the Agricultural Conference at Washington, the editorials, the letters from subscribers, and the contributed articles have approached the agricultural topics from different points of view, has tended to insure their fair and unprejudiced treatment.

It is extremely gratifying to us who represent the State colleges of agriculture and agricultural experiment stations to see so much public interest in agriculture. We are now seeing the general public take up and show a widespread interest in questions which have always been of utmost concern to us. This public appreciation of the Nation's basic industry cannot help but make it



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Big trees, lovely woodsy things, fine motor roads, and every known sport.

But the really big thing is the climate—it lures one out to enjoyment the year round. Come by train or motor. Come to our tourist bureau, 702 Third Avenue, Seattle.

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903 Arctic Building, Seattle, Washington

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FROM THE MAIL BAG (*Continued*)

possible for our colleges of agriculture and experiment stations to render a greater service through the aroused sympathy of the rank and file of the people.

The biggest gain, we feel, of the National Agricultural Conference, and of other efforts to relieve the agricultural depression of the day, will come not so much from the actual measures of relief worked out as from the aroused public interest in and appreciation for the farmers' problems. One of our most urgent needs is a better understanding between the producer and consumer, and a more complete realization that the one is dependent upon the other. The space which the public press has given to agriculture in recent months is doing a great deal to build up a better feeling between the city and the country. I believe this is particularly true of the general magazines, which have an important influence upon the thinking class of people.

CARL R. WOODWARD,
Editor.

State of New Jersey
Agricultural Experiment Station,
New Brunswick, New Jersey

THE MILK STATIONS AT LA CROSSE

You will remember that I wrote you about our public milk stations in La Crosse, and you mentioned it in your editorial column, September 3, 1919.

We have been running ten of these public milk stations now for one year. Each one of them sells fifty gallons of fresh milk every morning, or two thousand quarts. The people who patronize them save five cents on each quart, or $100 each day on their milk bill, or $36,500 a year.

Not only that, but it has prevented the control of the distribution falling into the hands of a few. These public milk stations are located in the city's voting booths. In some cases these booths are small buildings located in different wards throughout the city, and in other cases in separate rooms in the public school buildings. The farmer comes in at seven o'clock and pours his milk from large cans into the consumers' own containers, gets his cash, and is through in one hour. The Health Department keeps close watch to see that things are clean. One farmer hauls his milk fifteen miles each morning. When he came to me, he showed me his cream check for one week's supply of milk. It was $26. I helped him open his milk station, and the next week his deposit in the bank for one week's sale of the whole milk was $90. He has since bought a truck and made great improvements in handling his milk, built a new barn, etc., but it has also enabled him to make it pay to keep his two sons with him on the farm.

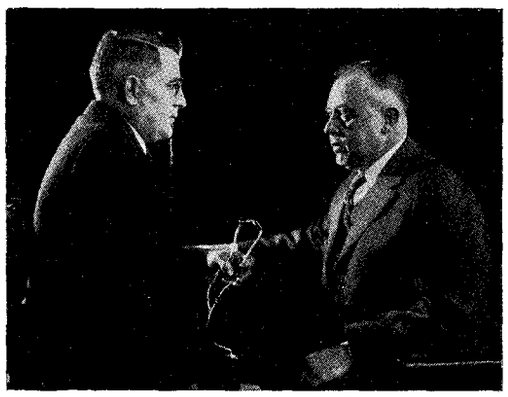
Milk, you must remember, is a most difficult food to handle and distribute, but we are doing it successfully in La Crosse. Any city can do the same. Folks are pretty much alike wherever you go.

H. CLAY EVENSON.

La Crosse, Wisconsin.

Articular Rheumatism

The following intensely interesting case was described in a recent issue of a well-known medical journal, the name of which will be sent to anyone on request.



"A patient came to me some time ago, who had long suffered from an *arthritis deformans* (a type of articular rheumatism), which especially involved the right hand.

"The joints had enlarged and the fingers contracted until the hand was practically useless. The patient had been to numerous Baths and Spas without benefit, and had also taken many kinds of internal and external treatment with equally unsatisfactory results.

"I prescribed the copious daily drinking of Paradise Water, from Paradise Spring, Maine. This water is remarkable in that it is practically *mineral free*. Thus its constant use tends to gradually decrease the calcareous (lime) deposits in the joints.

"The patient drank Paradise Water, exclusively and in large quantities, over a period of many months, and considerable improvement occurred. The enlarged joints decreased in size, the contraction of the fingers lessened, and the hand became at last partially useful."

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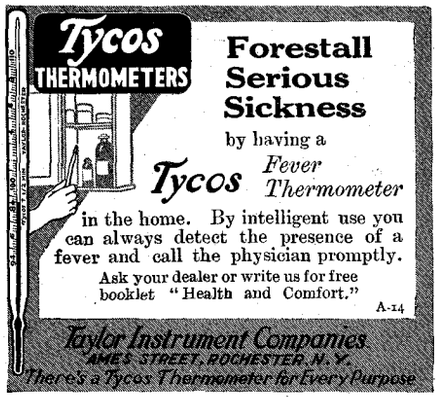

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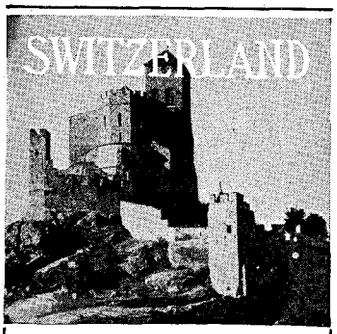

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OLD FARMHOUSE AND 18 ACRES
2 miles from Bedford Village. Suitable remodeling. Real country. Price $7,500 cash. Address Owner, Room 1614, 141 Broadway.

TO RENT HOUSE at Wave Crest, **Far Rockaway, Long Island.** 7 bedrooms, 3 baths; fully furnished; for summer or for all the year; in perfect condition. Apply John F. Scott, 358 Fifth Ave., New York City.

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Furnished 6-room cottage. Reasonable. LEE MICHELINI, Jefferson, N. Y.

ATTRACTIVE BUNGALOW
FOR RENT FOR SUMMER MONTHS
Located directly on Trout Lake, three miles by good road from Bolton Landing, Lake George. Entirely new, Built by present owner, who will rent for the entire season at moderate rental. **Completely furnished throughout. Five rooms (three bedrooms) and bath. Kitchen with running water. Ice, wood, and rowboat included.**
For full particulars address 6,479 Outlook.

500 ACRES With stone mansion beautifully appointed. Suitable for gentleman's estate or club. 4 ponds. Wild woodland. Within 50 miles of New York. Will be sold at low price. Address Owner, R. 1614, 141 Broadway.
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BOARD, Louisville, Ky. Women. Private family. 1,076, Outlook.

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EMPLOYMENT AGENCIES

WANTED—Competent teachers for public and private schools. Calls coming every day. Send for circulars. Albany Teachers' Agency, Albany, N. Y.

DIETITIANS, secretaries, cafeteria managers, governesses, matrons, housekeepers, social workers, superintendents. Miss Richards, Providence, R. I. Box 5 East Side. Boston, Trinity Court, 16 Jackson Hall, Fridays 11 to 1. Address Providence.

PLACEMENT BUREAU for employer and employee; housekeepers, matrons, dietitians, governesses, attendants, mother's helpers, secretaries. 51 Trowbridge St., Cambridge, Mass.

TEACHERS WANTED—September prospects at desirable salaries are being received, and many teachers will be needed for all departments of schools and colleges. Special terms for enrollment. THE INTER-STATE TEACHERS' AGENCY, MACHECA BUILDING, NEW ORLEANS, LA.

GREETING CARDS

BEAUTIFUL greeting card adapted for all occasions. Twenty-five cents. Agents wanted. Anna Wildman, The Clinton, Philadelphia.

ROOMS TO RENT

LADY having vacant room (attractive apartment) would rent to young woman in active career. Near 59th St., Madison Ave. Terms reasonable. 1,062, Outlook.

STATIONERY

THIRSTY blotters sent free on request, also samples of excellent stationery for personal and professional use. Franklin Printery, Warner, New Hampshire.

NOTE paper and envelopes. Your name and address on 100 sheets good quality paper and 100 envelopes. Blue or black ink. Postpaid $1. Huntington Press, 21 Bath St., Norwich, Conn.

UNUSUALLY desirable stationery for any type of correspondence. 200 sheets high grade note paper and 100 envelopes printed with your name and address postpaid $1.50. Samples on request. Lewis, 284 Second Ave., Troy, N. Y.

HELP WANTED

Business Situations

WANTED. Councilor for successful, high-grade summer camp in Maine who can bring five boys or more. Good salary plus commissions. Also a representative who will enroll boys; tuition $275. Liberal terms. Highest references. Illustrated booklet. Harold J. Staples, Biddeford, Me.

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STENOGRAPHER wanted. First class, with knowledge of bookkeeping. Only well educated young woman with business training will be considered. Address S. B., Box 42, 1358 Broadway, New York.

HELP WANTED

Business Situations

GOVERNMENT needs railway mail clerks, $133 to $192 month. Write for free specimen questions. Columbus Institute, B-4, Columbus, Ohio.

Companions and Domestic Helpers

WANTED—Woman of strong personality who is interested in position to teach sewing and take care of clothing, in home for orphan girls. Please state, in applying, amount of training and when and where it was gained; experience; also salary expected and references. 1,036, Outlook.

WANTED for cottage mother—Woman of strong personality, having had experience in management of children, who is capable of managing home. Must have knowledge of cooking and sewing. Some training is desirable. Please state qualifications, references, and also salary expected. 1,037, Outlook.

WANTED—An educated lady to read aloud. Must read rapidly and fluently. Only part time required in New York. Resident position in summer. Communicate by letter. Mrs. F. B. Jennings, 109 East 73d St., New York.

REFINED graduate nurse, under forty, as housekeeper-companion to lady. Must have good references. State terms and qualifications. Address Knox, Box 34, P. O. Station O, New York.

WANTED—Working housekeeper for family of four. No washing. Good home and wages for right person. Reply, Box 311, Scarsdale, N. Y.

WANTED—Mother's helper in educator's family. No servants. Three small and good children. Pleasant home assured to person of trustworthy character who is familiar with the keeping of a home. Any good proposition considered. Write G. B. M., Bronxville, N. Y.

Teachers and Governesses

SOCIAL worker and teacher wanted—Woman physician wishes young woman, preferably with college education, to help in the re-education of a few persons, both children and adults, whom she takes into her home. Ability to play the piano and knowledge of secretarial work would be advantageous. Telephone Chelsea 361. 1,060, Outlook.

SITUATIONS WANTED

Professional Situations

GRADUATE nurse, refined, well educated, desires position in Protestant family as nurse-companion. Unencumbered. Will travel. 1,073, Outlook.

Business Situations

YOUNG man, three years' college training, wants job. Most anything; secretarial, caretaking. Exceptional references. 1,055, Outlook.

WELL educated, practical business girl desires connection with girls' camp during approaching season. 1,057, Outlook.

MATURE woman of culture and executive ability wants place as assistant to manager of girls' camp. 1,093, Outlook.

CULTIVATED gentleman—horticulturist, ex-lawyer, consul—wishes position secretary (travel), horticultural work, or manager. Address 1,094, Outlook.

Companions and Domestic Helpers

WANTED, by an experienced woman of ability and pleasant personality, a position as housemother, housekeeper, or other executive position in summer camp for girls or boys for season of 1922. Satisfactory references upon request. Address 821, Outlook.

POSITION wanted as traveling companion for summer months in Europe. Best references. 1,007, Outlook.

YOUNG woman desires position as companion, governess, or assistant in the home. Experienced and capable. References exchanged. 1,067, Outlook.

BY Southern gentlewoman, position as companion or to help with one or two small children. 1,061, Outlook.

YOUNG woman of refinement and education, well fitted to be traveling companion abroad, desires position for summer. Excellent references. 1,065, Outlook.

LADY of refinement (Protestant) desires position as housekeeper-companion. Highest references. 1,064, Outlook.

WOMAN, refined, experienced, practical nurse, desires position; matron in institution, attendant to invalid, any responsible position. 1,052, Outlook.

HEALTHY, artistic young Canadian gentlewoman desires position as secretary or companion: Excellent needlewoman. Exceptional references and experience. 1,053, Outlook.

YOUNG cultured French lady, ex-war nurse, willing to travel, desires position as companion to lady, governess to children, in refined family. Knowledge English; teacher French, German. Experienced. Best references. Good traveler and sailor. 1,054, Outlook.

COLLEGE girl, teacher of domestic science and art, trained dietitian, desires summer position necessitating traveling companion, chaperon, business. 1,069, Outlook.

SECRETARY to woman—College graduate, exceptional references, seven years' experience. Part morning or all afternoons. 1,068, Outlook.

COMPANION and housekeeper for a lady living alone or an elderly couple. 1,071, Outlook.

YOUNG woman, 30, college graduate, experienced, desires position as traveling companion to lady, or as chaperon for one or more girls traveling. Charges reasonable. Highest references. 1,086, Outlook.

WANTED, by April 2, position as nurse, companion, to semi-invalid or elderly lady. Highest references. 1,072, Outlook.

SITUATIONS WANTED

Companions and Domestic Helpers

RESPONSIBLE, cultured American woman would chaperon and supervise education of young person. New York or abroad. Credentials. 1,081, Outlook.

FRENCH lady desires position as companion. Best city references. Seven years in former position, terminated by death. No objection to travel. 1,082, Outlook.

COMPANION-housekeeper. Position desired by experienced, intelligent woman with home-making capabilities. Sympathetic with invalids and elderly people. Preferably in home with one or more servants. Any location. 1,078, Outlook.

YOUNG woman, college graduate, wishes position for summer as companion, governess, or tutor. French and Spanish. 1,090, Outlook.

REFINED woman wishes position as traveling companion or chaperon. 1,089, Outlook.

VERSATILE young teacher with experience in business and recreational work desires summer position. 1,088, Outlook.

WILLIAMS undergraduate of high standing desires to travel as tutor-companion this summer, preferably to Europe. References. Address 1,091, Outlook.

Teachers and Governesses

EXPERIENCED, middle-aged teacher wishes tutoring (grammar school subjects) for summer; will supervise home in parents' absence. 1,063, Outlook.

HOUSEMOTHER'S position wanted in a first class private school for October, by an experienced, well educated, much traveled woman. 1,083, Outlook.

YOUNG lady, collegian, with excellent knowledge of English, French, Latin, and other college courses, desires position as governess. Can also act as tutor. Highest references. Address Room 609, 665 Fifth Ave., New York City.

ENGLISHWOMAN (governess-teacher) desires position for summer months. Music (piano, violin, harmony) and French. 1,087, Outlook.

MISCELLANEOUS

MISS Guthman, New York shopper, will shop for you, services free. No samples. References. 309 West 99th St.

BOYS wanted. 500 boys wanted to sell The Outlook each week. No investment necessary. Write for selling plan, Carrier Department, The Outlook Company, 381 Fourth Ave., New York City.

FOR church fairs and Easter sales. Baskets made in homes in the North Carolina Mountains. Allanstand Cottage Industries, Inc., Exchange for mountain handicrafts, 55 Haywood St., Asheville, N. C.

ANTIQUES for sale. Large collection grandfather's clocks included. H. Hiestand, Zionsville, Pa.

CARE of young child wanted. Pacific coast rectory. Experienced mother. Highest references. 1,066, Outlook.

WANTED for adoption in refined family, professional, in New York suburb, girl baby about eighteen months old. 1,059, Outlook.

NURSES' UNIFORMS made. Reasonable prices. 1,077, Outlook.

D. A. R. chapter owning historic house in New York City suburbs seek desirable couple for limited custodian service in exchange for rent. 1,074, Outlook.

PURE woolen knitted socks (plain or ribbed), all sizes. $1 per pair. Satisfaction guaranteed or money refunded. Postage free. 1,085, Outlook.

Help Wanted!

Are you in need of a Mother's Helper, Companion, Nurse, Governess, Teacher, Business or Professional Assistant?

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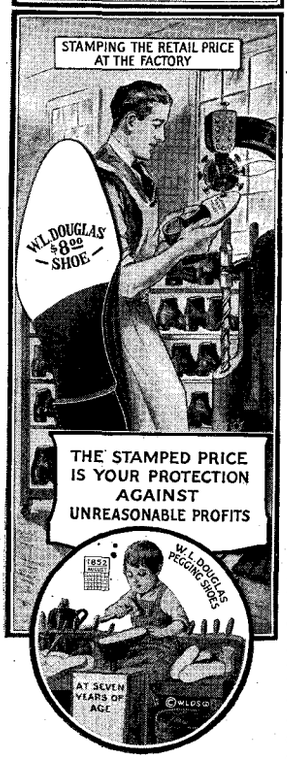
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When you need shoes look for a W.L. Douglas store. We own 107 stores located in the principal cities. You will find in our stores many kinds and styles of high-class, fine shoes that we believe are better shoe values for the money than you can buy elsewhere.

Our $7.00 and $8.00 shoes are exceptionally good values. There is one point we wish to impress upon you that is worth dollars for you to remember. W. L. Douglas shoes are put into all of our stores at factory cost. We do not make one cent of profit until the shoes are sold to you. When you buy shoes at any one of our stores you pay only one small retail profit.

No matter where you live, shoe dealers can supply you with W.L. Douglas shoes. They cost no more in San Francisco than they do in New York. Insist upon having W. L. Douglas shoes with the name and retail price stamped on the sole. Do not take a substitute and pay one or two extra profits. Order direct from the factory and save money.

BOYS' SHOES $4.00 & $4.50

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BY THE WAY

(*Continued from page 397*)

ish turn of mind can find considerable entertainment in following this lead and asking his friends what are their favorite books for re-reading. The question asked of two persons brought this response: (1) "Cloister on the Hearth," "Quentin Durward," "The Three Musketeers;" (2) "The Bible in Spain," "Pepys's Diary," Carlyle's "French Revolution."

Many readers have formed the habit of scanning only the headlines of most of the columns of the daily papers Sometimes the "headline artist," however, sets them a puzzle that cannot easily be solved without some further reading. This, for instance, from a New York daily of wide circulation:

DOG OR COW MAN'S BEST
FRIEND PROBLEM FOR WOMEN

One finds on digging into the small type below this cryptic heading that at a meeting of a woman's club the members discussed vivisection and that one of them said: "I take exception to the statement that the dog is man's best friend; I claim that the cow is the greatest friend of the human family."

Another cryptic announcement, this time a placard displayed in the window of a Brooklyn real estate firm, presents this bargain:

CUMBERLAND SEC.
3 STY BR ST $7,500

"Three sty" seems unfortunate, in a crowded city.

The activities of Boy Scouts as reported by National Headquarters during a recent week include the following things done:

In Anaconda, Montana, Scouts collected clothing for 150 destitute families.

At Casper, Wyoming, Scouts sold Christmas trees and with the proceeds filled baskets for the needy.

In Babylon, Long Island, a Scout rescued two persons, a man and his wife, from drowning when they broke through the ice.

At Ravenna, Ohio, a Scout worked over an unconscious lineman, who had been "kicked" by a live wire, for fifty minutes and succeeded in resuscitating him.

And here are less spectacular but nevertheless useful deeds recorded: "Shoveled snow from the schoolhouse three times;" "Cleaned alleys, built sidewalks, removed débris after fire, dug ditches for draining, gave wood to poor widow, found lost child, cleaned town of Mexican sandburrs, jumped on runaway automobile and stopped it."

Apropos of the influence of the Boy Scouts, Judge F. C. Hoyt, presiding justice of the Children's Court in New York City, is reported as saying that the decrease in juvenile delinquency which is now evident can be traced "to the work of Boy Scouts, churches, community movements, and other agencies striving to help youth find itself in the right way."

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